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U.S. MANUFACTURED EXPORTS AND EXPORT-RELATED EMPLOYMENT

Profiles of the 50 States and 35 Selected Metropolitan Areas for 1984

U.S. DEPARTMENT OF COMMERCE
International Trade Administration

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U.S. MANUFACTURED EXPORTS & EXPORT-RELATED EMPLOYMENT: PROFILES OF THE 50 STATES AND 35 SELECTED METROPOLITAN AREAS FOR 1984

Prepared by:

Georg Mehl
(tel.) 202-377-5097
Trade Research Division
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Over the past few years, there has been a growing awareness among the states and metropolitan areas that export promotion is too important for the health of their economies to be left solely in the hands of the Federal government. We at the Commerce Department have seen a proliferation of state and metropolitan area involvement in export promotion, with Governors and other city and state officials leading business groups on trade missions abroad to advertise and sell their region's products. Today, most states have offices in major cities around the world, whose primary mission is to bring their state's businesspeople together with potential markets abroad.

This publication contains some of the latest Census Bureau data available, detailing the manufacturing export profiles of the 50 states (including the District of Columbia) and 35 selected metropolitan areas in 1984. We have estimated the value of direct and indirect exports of the major manufacturing industries in each state, along with the approximate number of jobs sustained by these exports. For the metropolitan areas, we have estimated the total value of export-related manufactures and jobs, as well as the major export industries operating in each metro area.

In addition, we have included the results of a special benchmark survey done by the Census Bureau, which enumerates the number of manufacturing exporters in each state, broken down by employment size category and by ranges of export intensity (the percent of output that is exported).

Today, at a time when exporting not only makes good business sense, but also makes a tangible contribution to America's economic well-being, I urge all businesspeople to take advantage of the global opportunities available in selling U.S. products.

Michael R. Czinkota
Deputy Assistant Secretary
for Trade Information and Analysis

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I. INTRODUCTION

The following report contains estimates of 1984 export-related sales and export-generated employment for each of the 50 states and the District of Columbia; 1984 is the most recent year for which these estimates are available. Individual state tables present estimates of the states' economic activities related to manufactured exports, including the value of shipments (an output proxy), total (direct and indirect) exports, total employment, and total export-related employment. Also included are the ratio of export-related sales to total value of shipments and the percent of export-related employment to total employment.

In addition to these state totals, individual two-digit SIC (Standard Industrial Classification) manufacturing industry totals are also included, except where there is no state activity in a particular industry, or where Census-imposed confidentiality requirements have necessitated the suppression of individual industry data. The export sales of all 20 manufacturing industries are ranked in Figure I-1, while the number of export-related jobs in these industries are ranked in Figure I-3. The export intensities of the 20 major industries are shown in Figure I-2, while the percent of these industries' labor forces employed in export production are ranked in Figure I-4. This information is derived from the 1984 Annual Survey of Manufactures, Origin of Exports of Manufactured Products (M84(AS)-5), published by the Bureau of the Census. A summary of the national data can be found in Table II-1 of this report.

Each state, as well as each individual state industry for which the data are available also have their six performance categories (value of shipments, export-related sales, total exports-value of shipments ratio, total employment, export-related employment, and ratio of export-related employment to total employment) ranked against corresponding categories of similar industries in other states. Thus, a specific state's industries -- as well as the entire state's manufacturing sector -- can be measured up against those in other states. A graphic representation of the individual states' dollar volume of direct and indirect exports is shown in Figure I-5, while the export intensity (the total exports-value of shipments ratio) for each of the 50 states is depicted in Figure I-6.

These rankings also show that industries in some states that have relatively modest output volumes may export a higher percentage of their output than those in other states with larger output volumes. With the ranking system, these high-export or export-efficient industries can be identified and their relative performances measured against other industries, allowing better insights into a state's manufacturing and total export profiles.

In Chapter IV, export profiles of 35 major U.S. metropolitan areas have been compiled, listing the estimated value of manufactured exports and the number of export-related manufacturing jobs in these metropolitan areas, as well as the major manufacturing industries that export. Finally, the results of a benchmark 1984 Census survey of manufacturing enterprises that export is presented here, detailing the export profiles of an estimated 58,760 manufacturing enterprises that had export activity in 1984. This information, which is found in Chapter V, includes the number of exporting enterprises in each state, broken down by four sizes of employment and five percentage ranges of shipments that are exported (i.e., less than 1 percent, 1 to 9 percent, etc.).

1984 DIRECT & INDIRECT EXPORTS OF 20 MAJOR MANUFACTURING INDUSTRIES

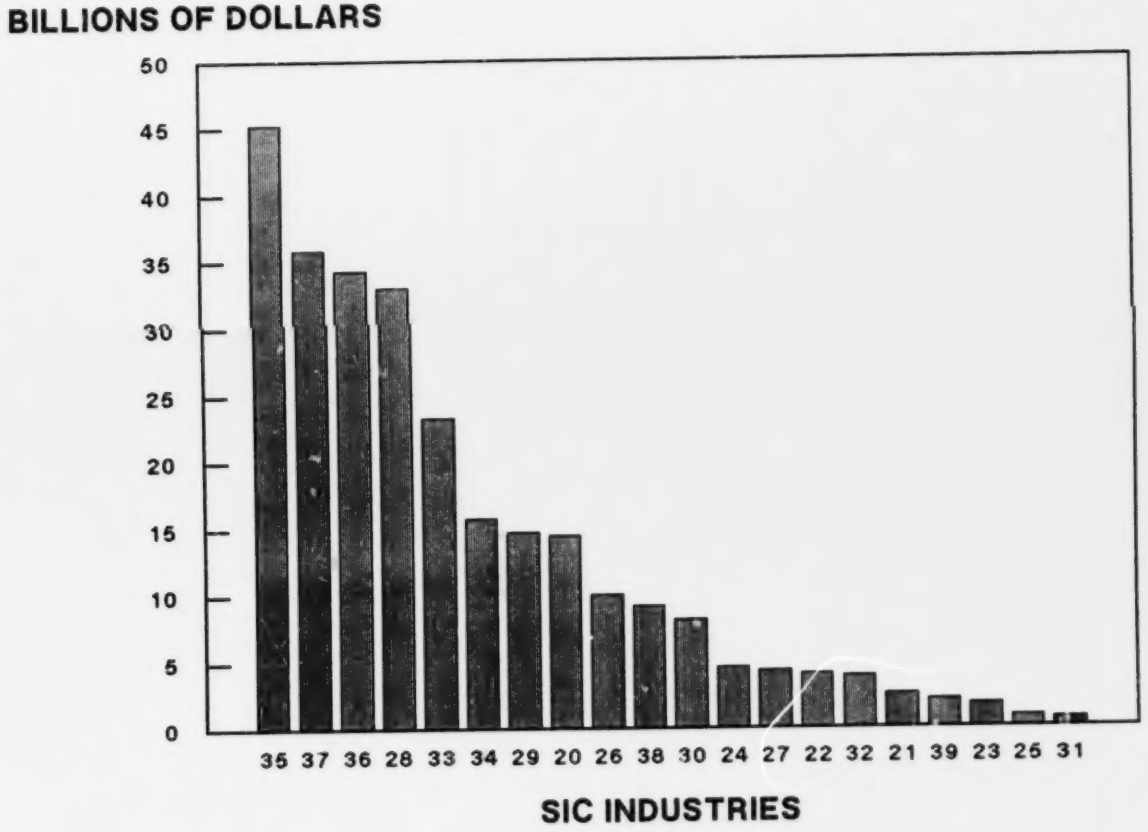


FIGURE I-1

1984 EXPORT INTENSITIES OF 20 MAJOR MANUFACTURING INDUSTRIES

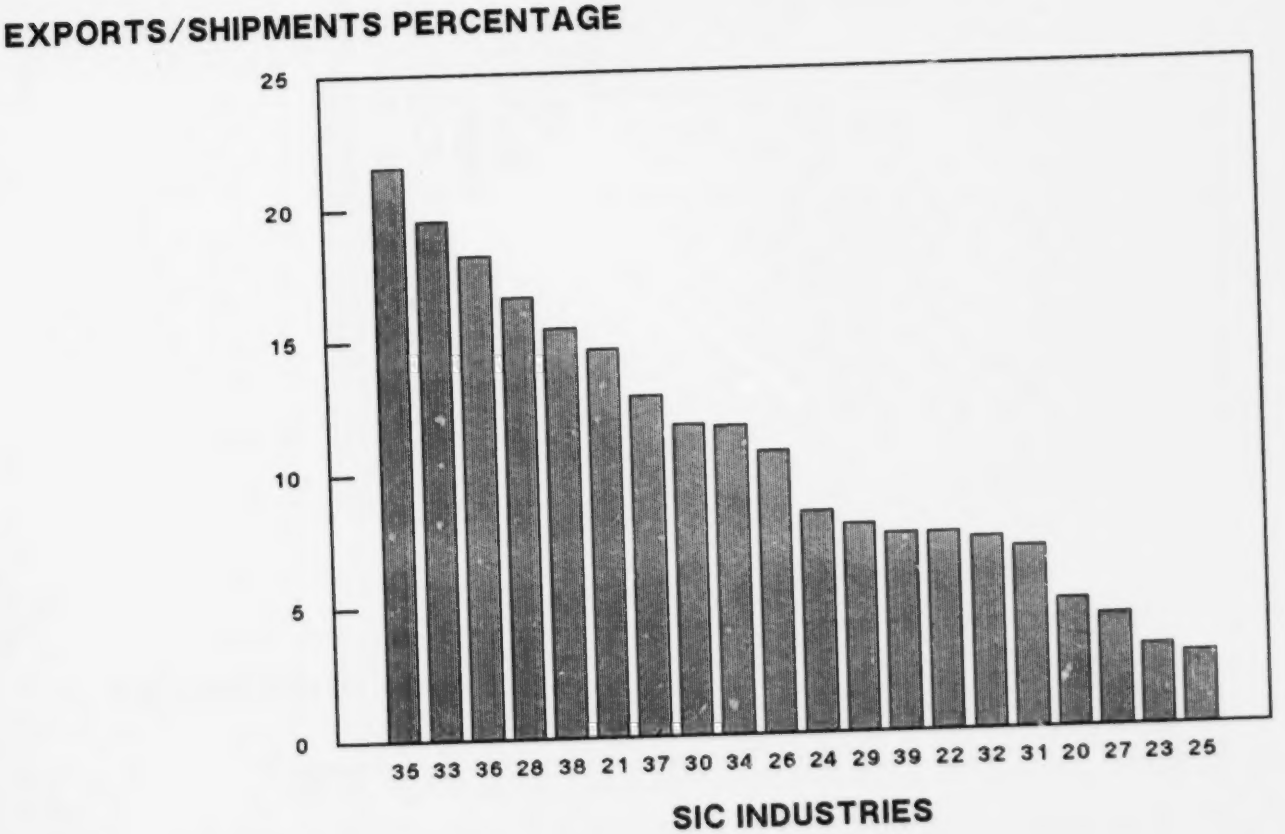


FIGURE I-2

1984 EXPORT-RELATED EMPLOYMENT OF 20 MAJOR MANUFACTURING INDUSTRIES

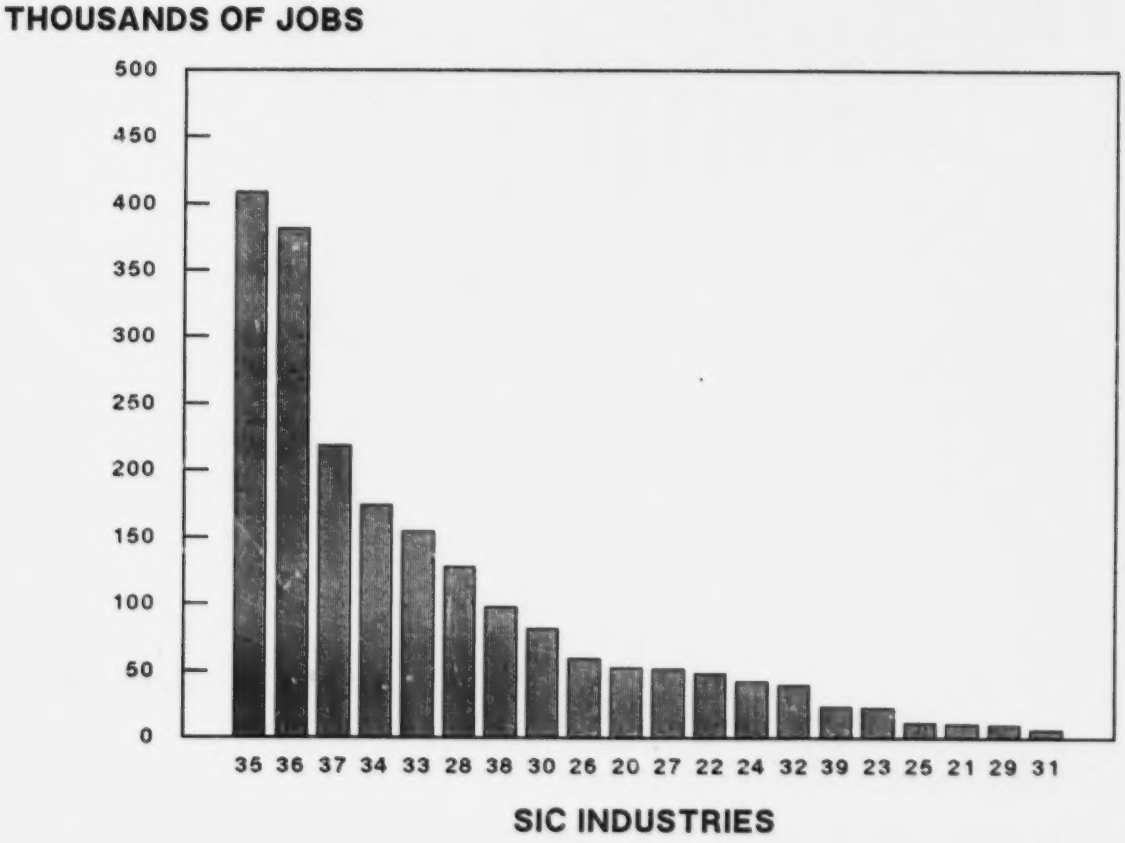


FIGURE I-3

1984 PERCENT OF EMPLOYMENT RELATED TO EXPORTS OF 20 MAJOR MANUFACTURING INDUSTRIES

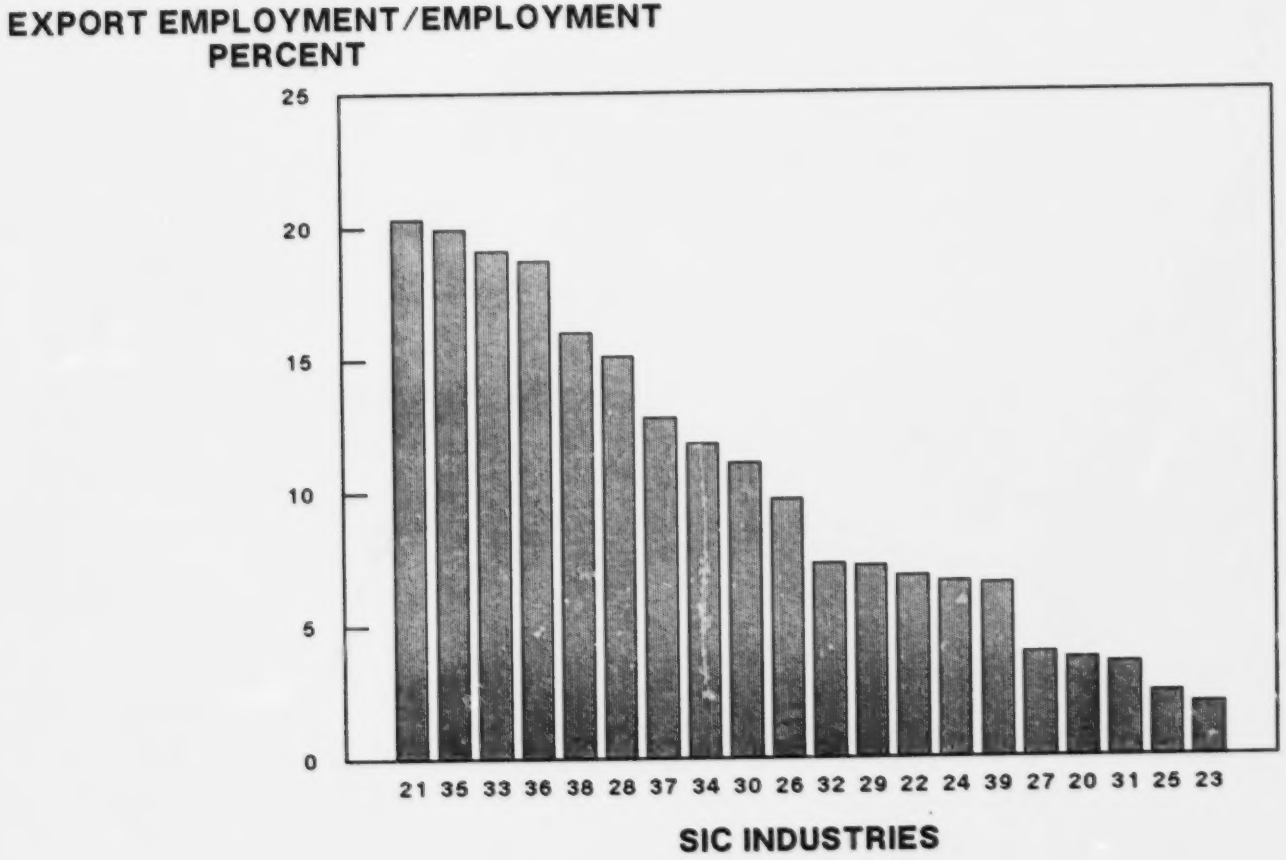
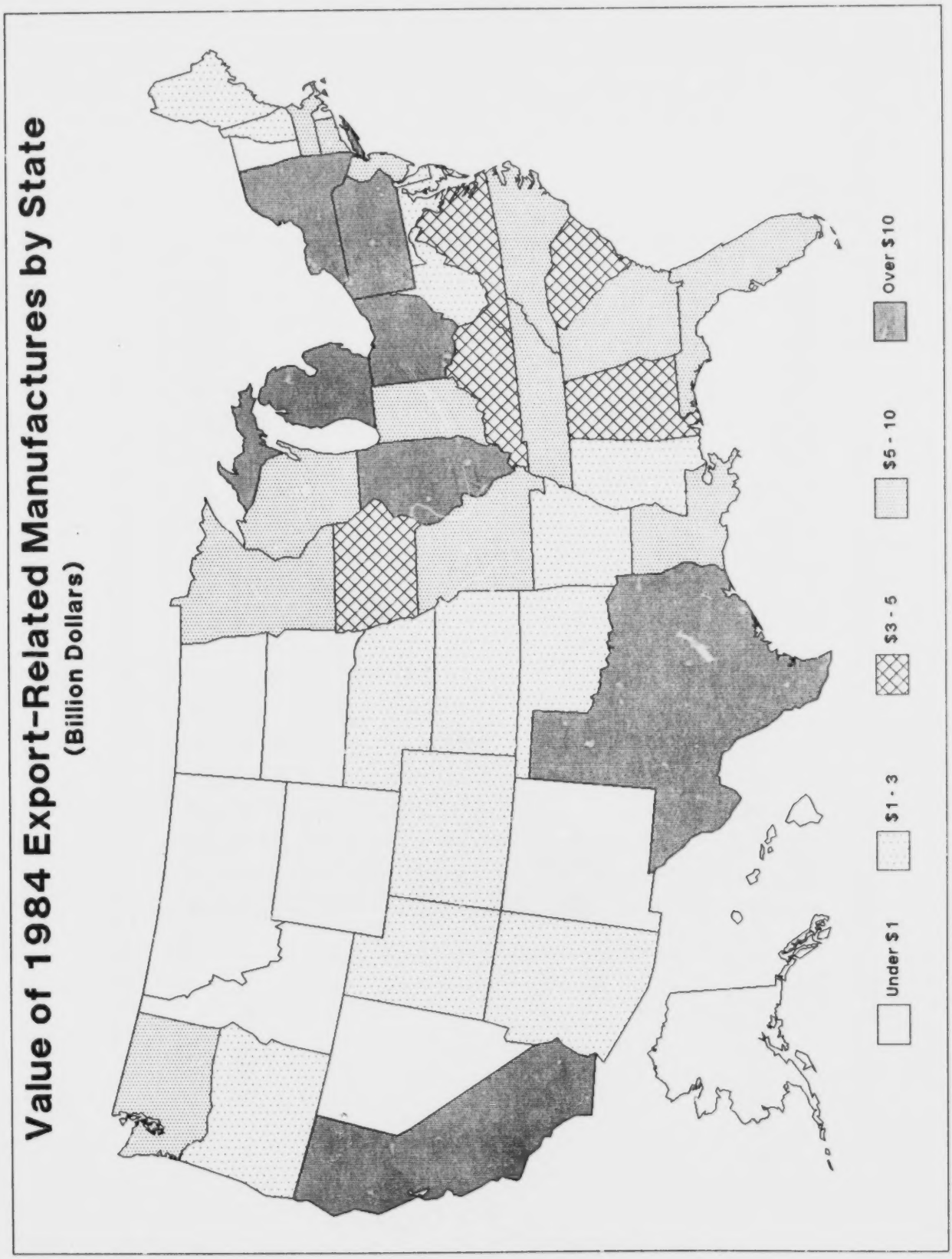
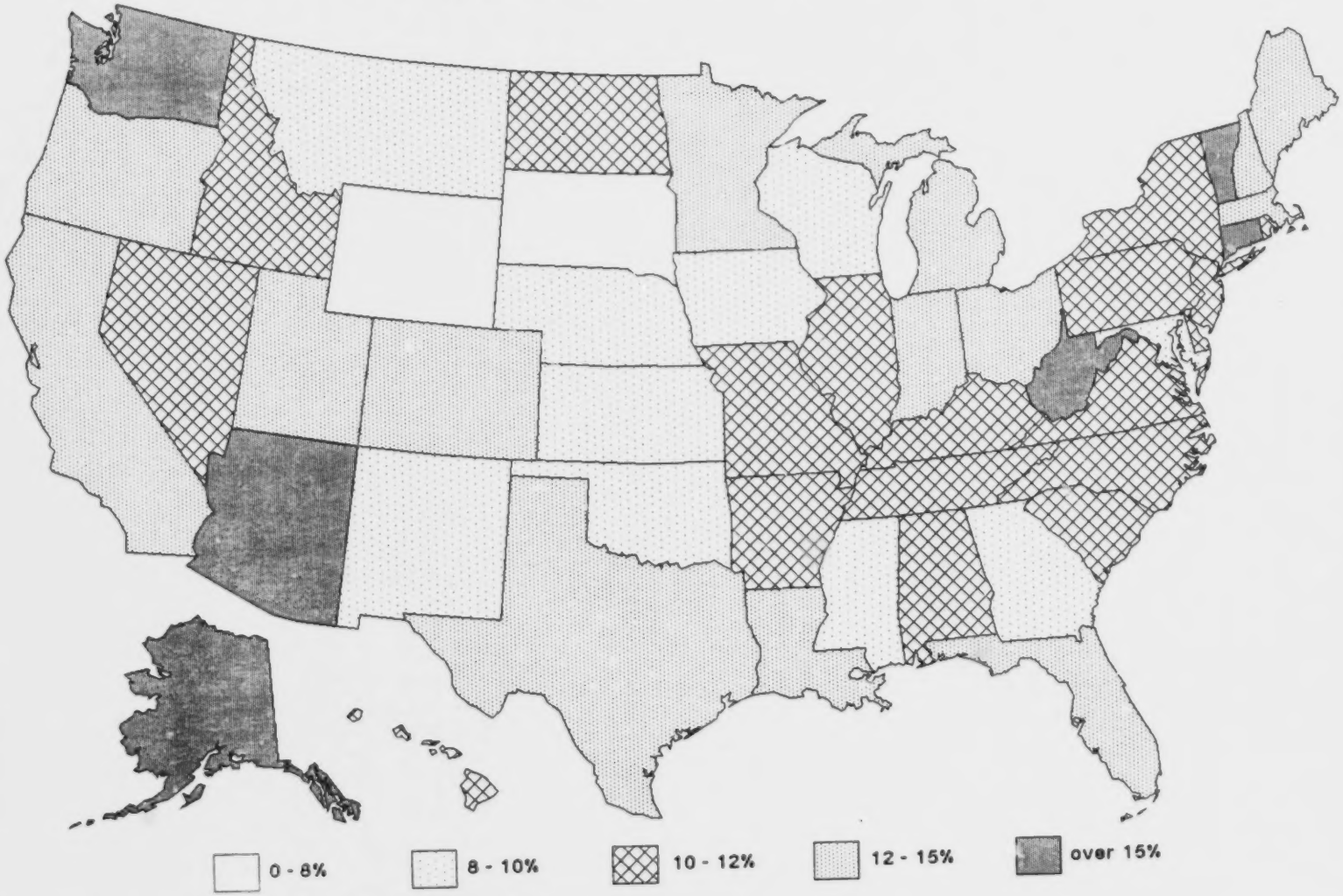


FIGURE I-4

FIGURE I-5


Value of 1984 Export-Related Manufactures by State
(Billion Dollars)
Under $1
$1 - 3
$3 - 5
$5 - 10
Over $10

1984 Export Intensity by State*



*Export intensity is the ratio of a state's manufactures exports to its value of manufactures shipments.

FIGURE I-6

II. 1984 NATIONAL EXPORT HIGHLIGHTS

- U.S. industries had more than $268 billion in sales of export-related manufactures in 1984. About $151 billion was direct export sales, while another $117 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). Total direct and indirect exports constituted 11.9 percent of the U.S. manufacturing enterprises' total shipments in 1984.

- Close to 2.2 million jobs in the U.S. manufacturing sector were sustained by the production of goods that were eventually exported. These export-related jobs constituted about 11.4 percent of the 1984 work force in the 20 major manufacturing industries -- roughly one out of every nine jobs.

- The top five industries selling export-related goods -- nonelectric machinery, transportation equipment, electric & electronic equipment, chemical products, and primary metals -- accounted for 63.9 percent of the manufacturing sector's dollar volume of direct and indirect export sales. This is slightly less than two-thirds of all export-related sales of manufactures. These five industries also accounted for nearly 60 percent of the domestic manufacturing sector's export-related employment.

- Ten major manufacturing industries exported more than 10 percent of their output (as measured by shipments), with five industries registering export sales of 15 percent or more. The nonelectric machinery industry had the highest export intensity ratio -- 21.5 percent -- followed in order by primary metals, transportation equipment, chemical products, and scientific instruments & products.

- Five industries -- nonelectric machines (408,000 jobs), electric & electronic equipment (381,000), transportation equipment (218,000), fabricated metal products (174,000), and primary metal products (154,000) -- accounted for more than 60 percent of the 2.2 million jobs that were generated by the export sales of manufactures in 1984.

- An estimated 1.9 million additional jobs were generated nationwide in nonmanufacturing industries as a result of export-related manufactures. This included approximately 874,700 jobs in wholesale and retail trade, 197,500 jobs in business services, 257,900 in the transportation, communications and utilities sectors, and 588,100 in other nonmanufacturing industries such as mining, construction, and agriculture. These numbers, however, do not include jobs generated by the direct exports of output produced by these sectors.

- The estimated 4.1 million jobs that were sustained by U.S. export-related manufactures in 1984 constituted 3.8 percent of the entire U.S. civilian work force and 4.9 percent of total domestic private sector employment.

- The largest state exporter of manufactured goods in 1984 was California, whose industries sold nearly $28.8 billion of their output abroad, either directly of as components of other states' exports. Following California in the dollar volume of exports were Texas, Ohio, Michigan, New York, Illinois, Pennsylvania, Indiana, Massachusetts, and Washington state.

- California also had the largest number of jobs that were supported by its manufactured exports, with 271,200 export-sustained jobs in manufacturing and another 230,200 in the nonmanufacturing sectors. Rounding out the top 10 export-job states were New York, Texas, Ohio, Pennsylvania, Illinois, Michigan, New Jersey, Massachusetts, and Florida.

- Despite the relatively modest size of its manufacturing sector and its direct and indirect export sales in 1984, Alaska ranked first among all 50 states and the District of Columbia in the percentage of its total manufactures that was exported -- the export intensity. More than a quarter of its manufactured output was sold abroad, compared with the national average of 11.9 percent. The other top 10 states in terms of export intensity were Washington state, West Virginia, Vermont, Arizona, Connecticut, Massachusetts, Colorado, California, and Oregon.

- More than one-fourth of Alaska's manufacturing jobs were export-related, giving Alaska the highest state percentage of export-sustained manufacturing employment in the nation. By comparison, the national average was 11.9 percent, roughly one out of every nine jobs. Other states with high percentages of export-related manufacturing employment included Washington state, Arizona, Vermont, Connecticut, Colorado, Massachusetts, California, West Virginia, and Oregon.

TABLE II-1

U.S. EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	300010.7	1	14493.7	8	4.8%	17	1437.4	5	52.8	10	3.7%	17
Tobacco Prod.	21	17439.7	19	2539.7	16	14.6%	6	51.7	20	10.5	18	20.3%	1
Textile Mill Prod.	22	55362.3	14	4083.4	14	7.4%	13	710.5	11	48.1	12	6.8%	13
Apparel & Prod.	23	57578.2	13	1711.7	18	3.0%	19	1152.4	7	22.7	16	2.0%	20
Lumber, Wood Prod	24	54678.8	15	4534.8	12	8.3%	11	643.1	12	42.3	13	6.6%	14
Furniture & Fix.	25	30000.1	17	805.2	19	2.7%	20	473.5	16	11.6	17	2.4%	19
Paper & Prod.	26	94813.9	10	10074.2	9	10.6%	10	612.9	13	59.3	9	9.7%	10
Printing & Pub.	27	103531.7	9	4334.4	13	4.2%	18	1325.1	6	51.4	11	3.9%	16
Chemicals & Prod.	28	198347.0	4	32936.2	4	16.6%	4	844.7	8	127.8	6	15.1%	6
Petrol & Coal Prod	29	189010.5	5	14769.1	7	7.8%	12	137.4	19	9.9	19	7.2%	12
Rubber & Plastics	30	69512.4	11	8116.8	11	11.7%	8	731.5	10	81.4	8	11.1%	9
Leather & Prod.	31	9331.1	20	634.8	20	6.8%	16	169.5	18	5.9	20	3.5%	18
Stone, Clay, Glass	32	53404.4	16	3851.5	15	7.2%	15	533.4	15	39.2	14	7.3%	11
Primary Metal Ind	33	119081.3	8	23268.3	5	19.5%	2	805.2	9	154.1	5	19.1%	3
Fab. Metal Prod.	34	135869.5	7	15765.9	6	11.6%	9	1482.3	4	174.2	4	11.8%	8
Non-Elec. Mach.	35	210407.8	3	45161.1	1	21.5%	1	2051.9	1	408.0	1	19.9%	2
Elec., E'tronic Eq	36	187994.9	6	34227.9	3	18.2%	3	2033.3	2	381.1	2	18.7%	4
Transport Eqpmt.	37	280240.7	2	35778.8	2	12.8%	7	1709.3	3	218.0	3	12.8%	7
Scien Instr & Prod	38	59446.5	12	9142.5	10	15.4%	5	612.4	14	98.1	7	16.0%	5
Misc. Manu. Eqpmt.	39	27761.4	18	2048.1	17	7.4%	13	355.4	17	23.0	15	6.5%	15
Admin & Aux Office	--	--	--	--	--	--	--	1268.2		158.7		12.5%	
NATIONAL TOTALS		2253822.9		268278.0		11.9%		19141.0		2178.5		9.1%	

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank Among the 20 Two-Digit SIC Manufacturing Industries

THE 20 MAJOR TWO-DIGIT SIC MANUFACTURING INDUSTRIES

SIC
- 20 - FOOD AND KINDRED PRODUCTS
- 21 - TOBACCO MANUFACTURES
- 22 - TEXTILE MILL PRODUCTS
- 23 - APPAREL AND OTHER FINISHED PRODUCTS MADE FROM FABRICS
- 24 - LUMBER AND WOOD PRODUCTS
- 25 - FURNITURE AND FIXTURES
- 26 - PAPER AND ALLIED PRODUCTS
- 27 - PRINTING, PUBLISHING AND ALLIED INDUSTRIES
- 28 - CHEMICALS AND ALLIED PRODUCTS
- 29 - PETROLEUM REFINING AND RELATED INDUSTRIES
- 30 - RUBBER AND MISCELLANEOUS PLASTICS PRODUCTS
- 31 - LEATHER AND LEATHER PRODUCTS
- 32 - STONE, CLAY, GLASS AND CONCRETE PRODUCTS
- 33 - PRIMARY METAL INDUSTRIES
- 34 - FABRICATED METAL PRODUCTS
- 35 - MACHINERY, EXCEPT ELECTRICAL
- 36 - ELECTRICAL AND ELECTRONIC MACHINERY, EQUIPMENT AND SUPPLIES
- 37 - TRANSPORTATION EQUIPMENT
- 38 - MEASURING, ANALYZING, AND CONTROLLING INSTRUMENTS; PHOTOGRAPHIC, MEDICAL, AND OPTICAL GOODS; WATCHES AND CLOCKS
- 39 - MISCELLANEOUS MANUFACTURING INDUSTRIES

III. 1984 STATE EXPORT PROFILES

1984

ALABAMA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Alabama's industries had nearly $4.2 billion in sales of export-related manufactures in 1984. More than $2 billion was in direct export sales, while another $2.2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Alabama 22nd among all states and the District of Columbia in the value of export-related manufactures sold.

- Two of Alabama's manufacturing industries -- chemicals & products, and primary metals industries -- each sold more than $500 million of their products abroad, while nine other industries each had more than $100 million in foreign sales. Six state manufacturing industries were ranked among the top 10 state industries in their categories in terms of dollar sales of exports.

- Export-related manufactures accounted for 11.6 percent of Alabama's total manufactured goods production, ranking the state 25th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Alabama industries each sold 10 percent or more of their output abroad, with the large state chemicals industry exporting one-fifth of its output.

- Five other industries -- tobacco products, chemicals & products, rubber & plastic products, apparel & products, and transportation equipment -- were among the top 10 state industries in their respective industries nationwide in terms of export intensity, with the last-named industries ranking third and fourth nationwide, respectively.

- An estimated 31,000 Alabama manufacturing jobs were sustained by export-related sales of the state's manufactures in 1984, giving Alabama the 22nd largest export-related work force in the nation. Over a third of these jobs were found in the electric & electronic equipment, transportation equipment, and primary metals industries. Ten Alabama industries counted at least 1,000 export-related jobs apiece.

- Some 9.1 percent of the state's manufacturing work force owed its jobs to foreign demand for Alabama's manufactured output, roughly one out of every 11 jobs. Six industries had at least 10 percent of their respective work forces employed in producing either direct exports or other industries' export components.

- In addition, an estimated 26,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Alabama's output of export-related manufactures.

1984
ALABAMA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	3894.4	27	235.3	26	6.0%	12	24.8	22	1.0	22	4.0%	13
Tobacco Prod.	21	31.3	7	0.1	8	0.3%	8	0.5	7	..	..	..	..
Textile Mill Prod.	22	2648.9	5	203.2	5	7.7%	15	33.1	6	2.4	5	7.3%	8
Apparel & Prod.	23	2221.6	10	105.5	4	4.7%	3	57.1	8	0.8	8	1.4%	18
Lumber, Wood Prod.	24	2105.8	7	131.2	7	6.2%	20	26.1	7	1.5	8	5.7%	16
Furniture & Fix.	25	..	..	..	..	..	..	..	..	..	..	..	..
Paper & Prod.	26	4316.1	6	489.6	5	11.3%	14	19.7	12	2.0	13	10.2%	13
Printing & Pub.	27	710.6	29	24.6	30	3.5%	33	8.6	32	0.3	29	3.5%	22
Chemicals & Prod.	28	3336.1	20	671.8	17	20.1%	9	12.7	21	2.4	18	18.9%	8
Petrol. & Coal Prod	29	1536.2	14	81.5	17	5.3%	23	1.8	13	..	..	..	..
Rubber & Plastics	30	2132.3	13	279.1	13	13.1%	9	15.5	16	1.7	15	11.0%	14
Leather & Prod.	31	..	..	..	..	..	..	..	..	..	..	..	..
Stone, Clay, Glass	32	779.4	21	40.6	24	5.2%	27	8.4	21	0.4	24	4.8%	27
Primary Metal Ind.	33	3761.6	9	706.9	10	18.8%	29	24.2	9	4.5	9	18.6%	24
Fab. Metal Prod.	34	2013.6	19	182.3	19	9.1%	29	22.2	19	2.1	20	9.5%	25
Non-Elec. Mach.	35	..	..	..	..	..	..	..	..	..	..	..	..
Elec., E'tronic Eqp	36	1567.3	29	277.8	27	17.7%	18	18.4	29	3.1	29	16.8%	22
Transport Eqpmt.	37	1936.1	28	344.8	18	17.8%	4	22.1	19	3.6	15	16.3%	6
Scien Instr & Prod	38	205.2	34	17.7	37	8.6%	36	2.5	34	0.2	35	8.0%	35
Misc. Manu. Eqp.	39	415.0	18	19.9	20	4.8%	34	5.5	19	0.2	19	3.6%	22
Admin & Aux Offices	40	..	..	..	..	..	..	5.4	29	0.5	32	9.3%	31
STATE RANK & TOTALS	41	36301.8	22	4193.0	22	11.6%	25	340.8	21	31.0	22	9.1%	40

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

ALASKA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Alaska's industries had nearly $643 million in sales of export-related manufactures in 1984. About $554 million was in direct export sales, while another $89 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Alaska 42nd among all states and the District of Columbia in the value of export-related manufactures sold.

- Much of Alaska's individual industry data had to be suppressed, due to confidentiality requirements. Available data, however, indicate that three Alaska manufacturing industries -- food products, lumber & wood products, and petroleum & coal products -- dominated the state's export sales, accounting for more than 62 percent of the state's direct and indirect exports.

- Despite the relatively modest size of Alaska's manufacturing sector and the volume of its exports, the state ranked first among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity, selling more than 27 percent of its output to foreign demand. The three Alaskan industries mentioned above were each ranked first among all state industries in their respective categories in terms of export intensity.

- Manufactured export-related production provided approximately 2,400 Alaska manufacturing workers with employment in 1984. Some 1,500 of these jobs were in the food products, and lumber & products industries.

- Both the food and the lumber products industries had more than 30 percent of their work force employed in producing exports. An estimated 26.7 percent of the jobs in the state's manufacturing sector was export sustained -- more than one out of every four jobs. This is the highest state percentage in the nation.

- In addition, an estimated 2,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Alaska's output of export-related manufactures.

ALASKA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	609.2	43	201.5	28	33.1%	1	3.3	44	1.0	22	30.3%	1
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod.	24	175.0	38	78.8	16	45.0%	1	1.4	41	0.5	22	35.7%	1
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	71.3	49	2.1	49	2.9%	50	1.1	50	--	--	--	--
Chemicals & Prod.	28	--	--	--	--	--	--	--	--	--	--	--	--
Petrol. & Coal Prod	29	1036.3	17	123.1	12	11.9%	1	0.4	31	--	--	--	--
Rubber & Plastics	30	--	--	--	--	--	--	--	--	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	53.5	49	0.6	49	1.1%	50	0.4	49	--	--	--	--
Primary Metal Ind.	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	38.6	50	2.1	50	5.4%	50	0.6	48	--	--	--	--
Non-Elec. Mach.	35	10.7	50	1.3	50	12.1%	46	0.2	50	--	--	--	--
Elec., E'tronic Eqp	36	--	--	--	--	--	--	--	--	--	--	--	--
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqp.	39	--	--	--	--	--	--	--	--	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	--	--	--	--	--	--
STATE RANK & TOTALS (5)		2365.2	49	642.9	42	27.2%	1	9.0	50	2.4	44	26.7%	1

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

ARIZONA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Arizona's industries had roughly $2.5 billion in sales of export-related manufactures in 1984. More than $1.2 billion was in direct export sales, while nearly $1.3 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Arizona 29th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than 86 percent of the state's manufactured export sales were made by four industries, nonelectrical machinery, electric & electronic equipment, primary metals, and transportation equipment. nonelectrical machinery equipment alone accounted for nearly $1 billion of Arizona's export sales.

- Despite the relatively modest size of Arizona's manufactured export sales, the state exported some 15.6 percent of its manufactured output in 1984, ranking the state fifth among all states and the District of Columbia in this measure of export intensity. By comparison, the national average is 11.9 percent, nearly 4 percentage points lower. Four Arizona industries ranked among the top 10 state industries of their respective categories in terms of export intensity, with the large electric & electronic equipment industry ranked third in the country.

- Export-related output provided approximately 25,600 Arizona manufacturing workers with employment in 1984, ranking the state 25th in the size of its manufactured exports labor force. Roughly half of these jobs were located in the electric & electronic equipment industry, while four other Arizona industries each counted over 1,000 export-related jobs.

- Although Arizona's export-related manufacturing labor force was ranked 25th in absolute numbers, only two other states had higher percentages of their labor force working on direct and indirect exports. Arizona's ratio of 15.9 percent in this category was 4.5 percentage points higher than the national average of 11.4 percent. In other words, nearly one out of every six jobs in the state's manufacturing sector was sustained by exports, compared with the national rate of roughly one in every nine jobs.

- In addition, an estimated 20,600 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Arizona's output of export-related manufactures.

ARIZONA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1195.7	39	40.2	40	3.4%	28	6.4	40	0.1	41	1.6%	39
Tobacco Prod.	21	..	..	..	..	..	..	..	..	..	..	..	..
Textile Mill Prod.	22	..	..	..	..	..	..	..	..	..	..	..	..
Apparel & Prod.	23	201.0	31	5.4	31	2.7%	13	5.2	29	..	..	..	..
Lumber, Wood Prod.	24	433.0	27	11.6	33	2.7%	42	5.4	27	0.1	31	1.9%	37
Furniture & Fix.	25	142.0	29	2.6	31	1.8%	31	2.9	26	..	..	..	..
Paper & Prod.	26	247.7	38	16.7	39	6.7%	44	1.5	39	0.1	38	6.7%	37
Printing & Pub.	27	750.5	28	27.3	29	3.6%	26	11.6	26	0.4	26	3.4%	23
Chemicals & Prod.	28	635.9	34	29.1	38	4.6%	48	3.8	32	0.1	40	2.6%	42
Petrol. & Coal Prod	29	189.2	29	8.4	28	4.4%	24	0.3	33	..	..	..	..
Rubber & Plastics	30	248.9	38	28.3	38	11.4%	21	2.9	36	0.2	36	6.9%	41
Leather & Prod.	31	..	..	..	..	..	..	..	..	..	..	..	..
Stone, Clay, Glass	32	640.0	28	13.8	35	2.2%	43	6.0	27	0.1	34	1.7%	37
Primary Metal Ind.	33	1568.8	21	362.1	18	23.1%	6	6.8	26	1.4	27	20.6%	8
Fab. Metal Prod.	34	599.3	35	54.4	35	9.1%	28	7.8	33	0.7	34	9.0%	32
Non-Elec. Mach.	35	2944.4	19	505.1	22	17.2%	30	22.5	25	4.5	21	20.0%	17
Elec., E'tronic Eqp	36	3313.2	18	961.4	12	29.0%	3	44.2	15	12.6	10	28.5%	5
Transport Eqpmt.	37	2076.0	26	312.8	19	15.1%	6	18.6	22	2.9	17	15.6%	7
Scien Instr & Prod	38	477.2	23	76.6	21	16.1%	14	6.5	20	1.1	18	16.9%	12
Misc. Manu. Eqp.	39	182.1	26	20.9	19	11.5%	4	2.8	26	0.1	25	3.6%	23
Admin & Aux Offices	..	..	..	..	..	..	..	4.8	31	0.6	29	12.5%	17
STATE RANK & TOTALS (5)		15909.9	33	2480.7	29	15.6%	5	161.0	33	25.6	25	15.9%	3

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

ARKANSAS ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Arkansas' industries had more than $2.4 billion in sales of export-related manufactures in 1984. Roughly $1.3 billion was in direct export sales, while another $1.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Arkansas 30th among all states and the District of Columbia in the value of export-related manufactures sold.

- Seven Arkansas manufacturing industries sold more than $100 million of direct and indirect exports apiece, with the food products sector exporting over $600 million. Together, food products and paper products accounted for some 38 percent of Arkansas' manufactured exports, roughly three out of every eight export dollars earned by the state's manufacturing industries.

- Export-related manufactures accounted for 10.5 percent of Arkansas' total manufactured goods production, ranking the state 34th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Eight Arkansas industries each sold 10 percent or more of their output abroad, with the scientific instruments industry exporting nearly 30 percent of its output.

- Three Arkansas industries -- food products, paper & products, and scientific instruments & products -- were among the top 10 state industries in their respective industries nationwide in terms of export intensity, ranking fourth, tenth, and fifth respectively.

- Export-related manufactures provided approximately 16,200 Arkansas manufacturing workers with employment in 1984. Eight Arkansas industries counted over 1,000 export-related jobs apiece. Nearly 30 percent of these jobs were located in the food products and the electric & electronic equipment industry.

- Export-related employment constituted approximately 8.1 percent of Arkansas' total manufacturing work force, roughly one in every 12 jobs. Six state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad. Three out of every eight jobs in the scientific instruments industry were export-sustained, the highest such percentage among the state industries of this category.

- In addition, an estimated 15,900 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Arkansas' output of export-related manufactures.

ARKANSAS EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	5308.1	23	601.0	6	11.3%	4	31.5	19	2.0	6	6.3%	5
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	423.9	15	23.7	17	5.6%	22	5.3	17	0.2	17	3.8%	19
Apparel & Prod.	23	332.1	26	8.5	26	2.6%	21	10.3	21	0.1	25	1.0%	25
Lumber, Wood Prod.	24	1464.5	14	90.9	14	6.2%	21	17.0	14	0.9	14	5.3%	20
Furniture & Fix.	25	493.2	19	8.7	20	1.8%	33	8.1	18	0.1	19	1.2%	19
Paper & Prod.	26	2320.7	20	304.6	15	13.1%	10	11.6	23	1.1	21	9.5%	16
Printing & Pub.	27	698.5	30	23.7	31	3.4%	35	10.3	31	0.3	29	2.9%	41
Chemicals & Prod.	28	1232.8	30	226.3	26	18.4%	12	7.4	26	1.0	25	13.5%	18
Petrol. & Coal Prod	29	962.3	18	59.9	19	6.2%	20	1.6	16	0.1	10	6.3%	6
Rubber & Plastics	30	976.4	26	99.9	25	10.2%	29	9.5	24	1.0	24	10.5%	20
Leather & Prod.	31	204.1	13	5.3	13	2.6%	18	5.9	9	0.1	10	1.7%	11
Stone, Clay, Glass	32	456.1	33	23.2	32	5.1%	28	4.3	33	0.1	34	2.3%	35
Primary Metal Ind.	33	1201.9	25	237.4	27	19.8%	19	7.5	25	1.5	25	20.0%	10
Fab. Metal Prod.	34	1440.0	23	124.7	25	8.7%	33	15.7	25	1.4	24	8.9%	33
Non-Elec. Mach.	35	1394.0	29	177.0	34	12.7%	45	13.7	31	1.6	34	11.7%	41
Elec., E'tronic Eqp	36	2669.0	23	269.0	28	10.1%	42	23.9	23	2.7	33	11.3%	40
Transport Eqpmt.	37	890.7	33	52.3	33	5.9%	30	7.8	30	0.4	29	5.1%	28
Scien Instr & Prod	38	196.5	35	57.6	24	29.3%	5	1.8	37	0.7	24	38.9%	1
Misc. Manu. Eqp.	39	187.0	25	11.1	27	5.9%	26	3.2	25	0.1	25	3.1%	26
Admin & Aux Offices	--	--	--	--	--	--	--	3.5	35	0.2	37	5.7%	42
STATE RANK & TOTALS (5)		22851.7	29	2405.3	30	10.5%	34	200.0	27	16.2	32	8.1%	44

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

CALIFORNIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- California's industries had nearly $28.8 billion in sales of export-related manufactures in 1984. More than $17 billion was in direct export sales, while another $11.7 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked California first among all 50 states and the District of Columbia in the value of export-related manufactures sold.

- Eight California manufacturing industries each sold over $1 billion in direct and indirect exports during 1984, with two industries -- nonelectric machinery and electrical & electronic equipment -- accounting for nearly half of California's total manufactured export sales.

- Fourteen California manufacturing industries each ranked among the top five state industries of their respective categories in terms of the volume of export-related output. Three industries -- food products, nonelectric machines, and electric & electronic equipment -- ranked first.

- Export-related manufactures accounted for 13 percent of California's total manufactured goods production, ranking the state ninth among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Eight California industries each sold 10 percent or more of their output abroad, with five industries ranking among the top 10 state industries in their respective categories in terms of export intensity.

- An estimated 271,200 California manufacturing jobs were sustained by the state's export-related manufactures, giving California the largest export-related work force in the nation. Nearly two-thirds of these jobs were located in the state's nonelectric machinery, electric & electronic equipment, and transportation equipment industries. Five California manufacturing industries ranked first among all state industries in their respective categories in terms of export-related employment.

- Approximately 13.3 percent of California's manufacturing work force, which is roughly two out of every 15 jobs, was sustained by export-related demand for the state's manufactures. Eight California industries had more than 10 percent of their labor force working to meet their export-related demand.

- In addition, an estimated 230,200 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to California's output of export-related manufactures.

CALIFORNIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	32103.9	1	1708.1	1	5.3%	15	161.5	1	7.6	1	4.7%	10
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	5629.8	2	96.5	5	1.7%	37	101.3	3	1.9	3	1.9%	10
Lumber, Wood Prod.	24	4950.4	2	312.3	3	6.3%	17	55.9	2	3.3	3	5.9%	13
Furniture & Fix.	25	3685.7	2	75.0	2	2.0%	23	56.2	2	1.0	3	1.8%	16
Paper & Prod.	26	6067.8	2	596.0	2	9.8%	19	37.4	4	3.2	4	8.6%	23
Printing & Pub.	27	10141.6	2	425.4	2	4.2%	10	133.0	2	5.2	2	3.9%	14
Chemicals & Prod.	28	9656.7	6	1042.1	13	10.8%	34	53.8	3	6.5	5	12.1%	23
Petrol. & Coal Prod	29	23617.1	3	2392.2	2	10.1%	2	18.5	2	1.7	2	9.2%	3
Rubber & Plastics	30	6057.2	2	690.6	2	11.4%	19	69.8	2	7.6	2	10.9%	17
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	5281.6	1	267.9	3	5.1%	29	50.2	1	2.8	4	5.6%	21
Primary Metal Ind.	33	4854.6	8	893.8	8	18.4%	31	37.7	6	7.0	6	18.6%	25
Fab. Metal Prod.	34	12215.3	3	1178.8	4	9.7%	25	143.3	1	15.2	3	10.6%	20
Non-Elec. Mach.	35	23731.4	1	6859.0	1	28.9%	7	248.8	1	67.8	1	27.3%	7
Elec., E'tronic Eqp	36	30379.6	1	6803.3	1	22.4%	8	354.6	2	75.9	1	21.4%	8
Transport Eqpmt.	37	30949.2	2	3709.6	3	12.0%	13	275.7	1	33.5	1	12.2%	12
Scien Instr & Prod	38	7977.1	2	1418.4	2	17.8%	9	95.3	2	16.2	1	17.0%	11
Misc. Manu. Eqp.	39	2786.3	2	234.6	2	8.4%	11	36.7	2	2.7	2	7.4%	7
Admin & Aux Offices	--	--	--	--	--	--	--	88.5	7	10.7	7	12.1%	20
STATE RANK & TOTALS (5)		221506.0	1	28764.1	1	13.0%	9	2036.3	1	271.2	1	13.3%	8

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

COLORADO ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Colorado's industries had nearly $2.8 billion in sales of export-related manufactures in 1984. Almost $1.9 billion was in direct export sales, while another $907 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Colorado 26th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than 60 percent of Colorado's exports were accounted for by three industries -- nonelectric machinery, food products, and scientific instruments & products, with the last two industries ranking eighth and fifth respectively among all state industries in their categories in terms of export dollars earned. Four other Colorado industries each sold more than $100 million of direct and indirect exports.

- Although Colorado ranked in the middle of all 50 states in terms of the dollar value of its exports, only seven states exported a higher percentage of their manufactured output than Colorado's 13.1 percent. Seven of the state's industries, including the large food products, nonelectric machinery, and scientific instruments & products, were among the top 10 state industries of their categories in terms of export intensity (the percentage of output that was sold as direct or indirect exports).

- Approximately 26,700 manufacturing workers in Colorado depended on export-related demand for employment in 1984, giving Colorado the 23rd largest export-related work force in the nation. Roughly one-third of these jobs were located in the nonelectric machinery industry, while another third, about 8,900 jobs, were in the state's electric & electronic equipment and scientific instruments & products industries.

- Export-related employment constituted 14 percent of Colorado's total manufacturing labor force, roughly one out of every seven jobs. This percentage is significantly higher than the national average of 11.4 percent (about one out of nine jobs), and ranked Colorado sixth among all the states and the District of Columbia in the percentage of its labor force that was dependent on export demand.

- In addition, an estimated 26,800 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Colorado's output of export-related manufactures.

COLORADO EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	5645.0	21	473.0	8	8.4%	5	22.1	27	0.8	26	3.6%	16
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	109.0	38	5.1	32	4.7%	4	2.4	38	--	--	--	--
Lumber, Wood Prod.	24	233.6	34	6.4	35	2.7%	41	3.5	32	0.1	31	2.9%	33
Furniture & Fix.	25	131.5	30	2.5	32	1.9%	25	2.7	28	--	--	--	--
Paper & Prod.	26	276.6	37	24.9	37	9.0%	24	2.0	38	0.1	38	5.0%	42
Printing & Pub.	27	1194.4	25	48.1	24	4.0%	15	19.6	21	0.6	22	3.1%	35
Chemicals & Prod.	28	294.5	38	20.2	42	6.9%	44	2.4	37	0.1	40	4.2%	41
Petrol. & Coal Prod	29	951.9	19	60.0	18	6.3%	19	0.7	25	--	--	--	--
Rubber & Plastics	30	435.3	31	69.4	28	15.9%	3	5.1	31	0.8	27	15.7%	1
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	742.2	23	42.6	23	5.7%	22	8.1	22	0.5	19	6.2%	17
Primary Metal Ind.	33	471.3	35	117.2	32	24.9%	5	3.7	34	0.7	34	18.9%	19
Fab. Metal Prod.	34	1383.0	25	121.4	26	8.8%	32	16.3	23	1.3	25	8.0%	40
Non-Elec. Mach.	35	2494.4	22	803.2	16	32.2%	3	29.7	19	8.8	13	29.6%	2
Elec., E'tronic Eqp	36	1860.8	25	335.8	24	18.0%	15	21.0	25	4.4	21	21.0%	10
Transport Eqpmt.	37	2228.0	25	178.7	23	8.0%	23	13.8	27	1.4	21	10.1%	15
Scien Instr & Prod	38	2504.0	7	437.7	5	17.5%	10	19.7	10	4.5	6	22.8%	6
Misc. Manu. Eqp.	39	209.5	24	18.2	22	8.7%	8	3.8	23	0.2	19	5.3%	16
Admin & Aux Offices	--	--	--	--	--	--	--	12.8	23	1.4	23	10.9%	27
STATE RANK & TOTALS (5)		21336.5	31	2789.5	26	13.1%	8	191.0	28	26.7	23	14.0%	6

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

CONNECTICUT ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Connecticut's industries had more than $5.4 billion in sales of export-related manufactures in 1984. Almost $3.6 billion was in direct export sales, while another $1.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Connecticut 16th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than one-third of Connecticut's 1984 manufactured exports came from the state's large transportation industry. Nonelectric machinery had over $900 million in export sales, while six other Connecticut industries each had more than $100 million in sales of direct and indirect manufactured exports.

- Some 15.6 percent of Connecticut's total manufactured output in 1984 was sold as direct or indirect exports. This performance of the state's manufacturing sectors was significantly better than the national average of 11.9 percent, ranking Connecticut sixth among all states and the District of Columbia in this measure of total (direct and indirect) export intensity.

- Three Connecticut industries -- tobacco products, transportation equipment, and nonelectric machines -- each sold more than 20 percent of their output as direct and indirect exports, with the large transportation equipment industry ranked second among all state industries in this category in terms of export efficiency.

- Sales of export-related manufactures provided an estimated 60,400 Connecticut manufacturing workers with employment in 1984, giving Connecticut the 12th largest export-related work force in the nation. Export-related employment in the large transportation equipment and nonelectric machinery industries accounted for over 40 percent of these jobs, with six other state industries maintaining more than 1,000 export jobs apiece.

- Export-related employment constituted approximately 14.4 percent of Connecticut's total manufacturing work force, roughly one in every seven jobs. This percentage is well above the national average of 11.4 percent, and ranks Connecticut fifth among all 50 states and the District of Columbia in the percent of its labor force engaged in export production. Eight state industries had over 10 percent of their jobs sustained by exports.

- In addition, an estimated 36,500 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Connecticut's output of export-related manufactures.

CONNECTICUT EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1353.3	37	30.6	41	2.3%	44	8.7	36	0.2	36	2.3%	33
Tobacco Prod.	21	22.2	8	8.6	6	38.7%	1	0.2	8	--	--	--	--
Textile Mill Prod.	22	472.0	13	37.5	14	7.9%	11	7.1	13	0.4	16	5.6%	15
Apparel & Prod.	23	480.0	23	9.7	25	2.0%	32	8.4	23	0.1	25	1.2%	20
Lumber, Wood Prod.	24	184.5	37	6.2	36	3.4%	38	3.5	32	0.1	31	2.9%	34
Furniture & Fix.	25	252.1	23	6.9	22	2.7%	17	3.9	22	--	--	--	--
Paper & Prod.	26	1084.4	28	90.2	30	8.3%	30	7.7	27	0.6	29	7.8%	33
Printing & Pub.	27	1859.6	17	79.0	15	4.2%	9	25.7	18	0.9	15	3.5%	21
Chemicals & Prod.	28	2144.6	24	271.9	25	12.7%	23	13.1	20	1.7	21	13.0%	20
Petrol. & Coal Prod	29	93.9	32	3.0	31	3.2%	30	0.5	27	--	--	--	--
Rubber & Plastics	30	1032.1	23	125.2	22	12.1%	14	11.9	21	1.3	20	10.9%	15
Leather & Prod.	31	26.7	19	1.0	21	3.7%	14	0.5	20	--	--	--	--
Stone, Clay, Glass	32	458.3	32	26.8	30	5.8%	20	5.7	29	0.3	25	5.3%	23
Primary Metal Ind.	33	2093.0	16	416.8	15	19.9%	17	18.4	12	3.6	12	19.6%	14
Fab. Metal Prod.	34	3470.0	12	405.3	13	11.7%	15	46.3	12	5.4	12	11.7%	13
Non-Elec. Mach.	35	4509.3	15	916.4	15	20.3%	21	54.2	12	10.9	11	20.1%	16
Elec., E'tronic Eqp	36	4313.0	14	685.1	15	15.9%	25	48.3	12	8.6	14	17.8%	21
Transport Eqpmt.	37	8091.5	8	1895.9	6	23.4%	2	79.2	4	15.4	5	19.4%	2
Scien Instr & Prod	38	2150.4	8	360.8	6	16.8%	12	22.3	8	3.5	10	15.7%	15
Misc. Manu. Eqp.	39	847.7	10	57.6	8	6.8%	20	11.2	10	0.8	8	7.1%	8
Admin & Aux Offices	--	--	--	--	--	--	--	42.6	11	5.8	11	13.6%	7
STATE RANK & TOTALS (5)		34913.6	23	5435.5	16	15.6%	6	419.3	16	60.4	12	14.4%	5

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.
(*) Denotes tie

1984

DELAWARE ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Delaware's industries had more than $1.1 billion in sales of export-related manufactures in 1984. Some $712 million was in direct export sales, while another $420 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Delaware 38th among all states and the District of Columbia in the value of export-related manufactures sold.

- Some of Delaware's individual industry data had to be suppressed, due to confidentiality requirements. Available data, however, indicate that more than 30 percent of Delaware's manufactured exports were accounted for by the chemical products and scientific instruments & products industries.

- Although most of Delaware's industries sold relatively modest amounts of exports, four industries ranked among the top 10 state industries of their respective categories in terms of the percentage of output they exported, both directly and indirectly. Overall, the state industries sold 11.7 percent of their output abroad.

- Export-related manufactures accounted for approximately 8,800 jobs in Delaware in 1984, giving the state the 40th largest export-related work force in the nation. More than 40 percent of this work force, comprising about 3,600 jobs, were located in the administrative and auxiliary offices of manufacturing plants that provide services to these establishments.

- Despite the relatively small size of Delaware's export-related labor force, the state ranked 12th among all 50 states and the District of Columbia in the percentage of manufacturing jobs that were export related. Some 12.8 percent, or one out of every eight jobs, was linked to exports in Delaware's manufacturing sector, compared with the national average of 11.4 percent (roughly one out of every nine jobs). In the scientific instrument & products industry, more than one out of every four jobs was export sustained.

- In addition, an estimated 5,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Delaware's output of export-related manufactures.

DELAWARE EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1516.5	36	48.1	37	3.2%	29	9.0	35	0.3	34	3.3%	19
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	76.5	23	9.3	21	12.2%	4	0.6	27	--	--	--	--
Apparel & Prod.	23	59.1	41	0.9	42	1.5%	39	1.5	40	--	--	--	--
Lumber, Wood Prod.	24	57.3	43	0.9	45	1.6%	44	0.7	43	--	--	--	--
Furniture & Fix.	25	40.5	37	0.7	39	1.7%	34	0.7	38	--	--	--	--
Paper & Prod.	26	584.2	34	54.9	34	9.4%	20	2.8	34	0.3	33	10.7%	10
Printing & Pub.	27	130.1	45	4.3	45	3.3%	39	2.1	48	0.1	40	4.8%	2
Chemicals & Prod.	28	1772.2	26	221.5	27	12.5%	24	7.0	28	1.1	24	15.7%	15
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	362.6	34	45.2	33	12.5%	12	2.6	37	0.2	36	7.7%	40
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	72.4	46	1.7	44	2.3%	41	0.6	47	--	--	--	--
Primary Metal Ind.	33	184.1	39	41.3	39	22.4%	7	1.7	39	0.3	39	17.6%	33
Fab. Metal Prod.	34	44.9	49	2.9	49	6.5%	45	0.7	45	0.1	42	14.3%	4
Non-Elec. Mach.	35	101.8	45	10.8	46	10.6%	47	1.3	45	0.1	46	7.7%	46
Elec., E'tronic Eqp	36	77.5	45	13.4	44	17.3%	23	0.8	45	0.1	44	12.5%	37
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	376.6	29	135.4	15	36.0%	2	3.3	31	0.9	22	27.3%	5
Misc. Manu. Eqp.	39	12.7	45	0.4	44	3.1%	42	0.3	43	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	23.9	16	3.6	14	15.1%	4
STATE RANK & TOTALS (5)		9643.2	38	1131.9	38	11.7%	23	69.0	40	8.8	40	12.8%	12

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

DISTRICT OF COLUMBIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- The District of Columbia's industries had about $72 million in sales of export-related manufactures in 1984. About $25 million was in direct export sales, while another $46 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked the District last among all the states (including the District) in the value of export-related manufactures sold.

- Data indicate that more than 85 percent of the District's exports were accounted for by the city's printing and publishing industry. Three other industries for which data are available had small amounts of direct and indirect exports.

- Export-related manufactures accounted for approximately 4.2 percent of the District's exports, ranking the District behind all 50 states in this measure of export intensity. The District's printing & publishing industry, however, was ranked eighth among all state industries of this category in terms of the percent of output sold abroad as direct or indirect exports.

- An estimated 600 manufacturing jobs in the District were sustained by the city's export-related production in 1984. Approximately 400 of these jobs were found in the printing & publishing industry. About 3.9 percent of the city's jobs in the manufacturing sector was export sustained.

- In addition, an estimated 2,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to the District's output of export-related manufactures.

DISTRICT OF COLUMBIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	115.1	51	1.0	51	0.9%	51	1.3	49	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod.	24	--	--	--	--	--	--	--	--	--	--	--	--
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	1437.7	21	61.5	20	4.3%	8	10.6	30	0.4	26	3.8%	15
Chemicals & Prod.	28	--	--	--	--	--	--	--	--	--	--	--	--
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	--	--	--	--	--	--	--	--	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	--	--	--	--	--	--	--	--	--	--	--	--
Primary Metal Ind.	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	--	--	--	--	--	--	--	--	--	--	--	--
Non-Elec. Mach.	35	16.3	48	3.4	47	20.9%	17	0.3	48	--	--	--	--
Elec., E'tronic Eqp	36	--	--	--	--	--	--	--	--	--	--	--	--
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqp.	39	14.5	44	0.4	44	2.8%	45	0.3	43	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	1.5	40	0.1	41	6.7%	41
STATE RANK & TOTALS (5)		1695.5	51	71.5	51	4.2%	51	15.2	48	0.6	50	3.9%	50

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

FLORIDA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Florida's industries had nearly $6 billion in sales of export-related manufactures in 1984. Almost $3.8 billion was in direct export sales, while another $2.2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Florida 14th among all states and the District of Columbia in the value of export-related manufactures sold.

- Three Florida manufacturing industries -- chemicals & products, nonelectrical machinery, and electric & electronic equipment -- each sold more than $1 billion abroad. These three industries together accounted for more than 63 percent of Florida's manufactured exports, roughly two out of every three export dollars earned by the state's manufacturing industries.

- Export-related manufactures accounted for 12.5 percent of Florida's total manufactured goods production, ranking the state 16th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Florida industries each sold 10 percent or more of their output abroad, with the large state chemicals industry exporting nearly 30 percent of its output. This made Florida's chemicals industry the third most export-intensive state chemicals industry in the nation.

- Three other industries -- tobacco products, furniture & fixtures, and paper & products -- were among the top 10 state industries in their respective industries nationwide in terms of export intensity, with the paper products industry ranking second.

- Sales of export-related manufactures provided an estimated 47,700 Florida manufacturing workers with employment in 1984, giving Florida the 15th largest export-related work force in the nation. Nearly 30 percent of this work force, some 13,800 workers, were located in the electric & electronic equipment industry. Nine other Florida industries each counted more than 1,000 export-related jobs.

- Export-related employment constituted approximately 10.2 percent of Florida's total manufacturing work force, roughly one in every 10 jobs. Five state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad.

- In addition, an estimated 75,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Florida's output of export-related manufactures.

FLORIDA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	9339.3	10	389.4	13	4.2%	21	41.7	10	1.7	8	4.1%	12
Tobacco Prod.	21	106.3	6	4.2	7	4.0%	7	1.9	4	--	--	--	--
Textile Mill Prod.	22	178.6	20	9.1	22	5.1%	28	2.8	19	0.1	19	3.6%	21
Apparel & Prod.	23	1144.4	16	32.9	14	2.9%	10	34.2	13	0.8	8	2.3%	8
Lumber, Wood Prod.	24	1675.8	9	105.0	11	6.3%	18	21.0	12	0.8	16	3.8%	28
Furniture & Fix.	25	673.1	14	25.7	11	3.8%	7	12.4	13	0.3	10	2.4%	8
Paper & Prod.	26	2488.9	17	462.8	7	18.6%	2	13.9	18	2.1	10	15.1%	3
Printing & Pub.	27	3005.7	9	115.0	9	3.8%	21	45.1	9	1.6	9	3.5%	19
Chemicals & Prod.	28	5332.7	14	1579.1	5	29.6%	3	22.1	15	5.8	8	26.2%	3
Petrol. & Coal Prod	29	383.7	23	14.5	26	3.8%	28	1.7	15	0.1	10	5.9%	7
Rubber & Plastics	30	984.6	25	97.9	26	9.9%	32	16.0	15	1.5	19	9.4%	30
Leather & Prod.	31	144.4	15	3.6	17	2.5%	19	4.3	12	--	--	--	--
Stone, Clay, Glass	32	2063.4	8	60.8	18	2.9%	40	18.0	9	0.5	19	2.8%	33
Primary Metal Ind.	33	786.1	29	141.3	30	18.0%	40	4.7	31	0.8	31	17.0%	39
Fab. Metal Prod.	34	2769.4	15	230.2	16	8.3%	35	32.3	16	3.0	15	9.3%	28
Non-Elec. Mach.	35	5966.4	14	1218.3	11	20.4%	19	37.8	16	6.9	17	18.3%	23
Elec., E'tronic Eqp	36	5708.6	11	1002.4	11	17.6%	19	73.7	10	13.8	8	18.7%	17
Transport Eqpmt.	37	3763.6	20	377.9	17	10.0%	18	49.0	11	4.0	14	8.2%	22
Scien Instr & Prod	38	837.7	18	75.6	22	9.0%	33	13.3	14	1.1	18	8.3%	33
Misc. Manu. Eqp.	39	450.2	16	28.0	18	6.2%	24	7.0	16	0.3	16	4.3%	20
Admin & Aux Offices	--	--	--	--	--	--	--	14.7	20	1.7	20	11.6%	23
STATE RANK & TOTALS (5)		47803.0	17	5974.8	14	12.5%	16	467.7	15	47.7	15	10.2%	32

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

GEORGIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Georgia's industries had more than $5 billion in sales of export-related manufactures in 1984. More than $2.6 billion was in direct export sales, while another $2.4 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Georgia 19th among all states and the District of Columbia in the value of export-related manufactures sold.

- Twelve Georgia manufacturing industries had direct and indirect export sales of more than $100 million apiece, with three of those industries -- textile mill products, paper & products, and transportation equipment -- each selling more than $500 million of their products abroad. These three industries accounted for nearly half of the state's export sales of manufactures. Four Georgia industries were ranked among the 10 ten state industries within their categories in the dollar volume of direct and indirect exports.

- Approximately 8.2 percent of Georgia's manufactured goods output was sold as direct or indirect exports in 1984, ranking the state 48th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Georgia industries each sold 10 percent or more of their output to foreign customers, either directly or as components of other industries' exports.

- An estimated 41,700 Georgia manufacturing jobs were sustained by export-related manufactures in 1984, giving the state the 18th largest export-related work force in the nation. Twelve Georgia industries counted more than 1,000 such jobs apiece. Two state industries -- apparel & products, and paper products -- had the largest export-related work forces of any such state industries in the country.

- Overall, some 7.7 percent of Georgia's manufacturing workers depended on export-related demand for employment in 1984, roughly one out of every 13 jobs. Six state industries employed over 10 percent of their respective work forces on direct and indirect export production.

- In addition, an estimated 42,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Georgia's output of export-related manufactures.

GEORGIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8352.3	14	284.1	21	3.4%	27	49.8	8	1.6	9	3.2%	20
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	10858.7	2	606.6	3	5.6%	22	97.6	3	6.2	3	6.4%	13
Apparel & Prod.	23	3771.0	3	89.8	6	2.4%	24	78.9	5	2.4	1	3.0%	5
Lumber, Wood Prod.	24	2371.0	6	133.9	6	5.6%	25	28.2	6	1.6	6	5.7%	18
Furniture & Fix.	25	661.0	15	14.4	18	2.2%	20	9.5	16	0.2	14	2.1%	12
Paper & Prod.	26	5355.5	4	770.9	1	14.4%	6	28.4	7	3.7	1	13.0%	6
Printing & Pub.	27	1796.1	18	65.3	19	3.6%	26	27.9	15	0.9	15	3.2%	28
Chemicals & Prod.	28	4539.8	16	416.1	20	9.2%	37	19.4	17	1.5	22	7.7%	35
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	1584.5	16	155.7	17	9.8%	33	13.7	18	1.2	21	8.8%	34
Leather & Prod.	31	73.5	18	1.8	19	2.4%	21	1.6	17	--	--	--	--
Stone, Clay, Glass	32	1844.0	11	109.1	13	5.9%	19	18.8	8	0.9	14	4.8%	26
Primary Metal Ind.	33	1819.4	17	334.7	20	18.4%	32	12.2	20	2.2	21	18.0%	30
Fab. Metal Prod.	34	2309.7	18	203.2	18	8.8%	31	23.5	18	2.2	19	9.4%	26
Non-Elec. Mach.	35	2322.2	24	380.9	27	16.4%	33	26.1	23	4.1	27	15.7%	31
Elec., E'tronic Eqp	36	3049.3	22	382.3	21	12.5%	40	24.6	22	2.9	31	11.8%	38
Transport Eqpmt.	37	8053.3	9	989.1	10	12.3%	12	39.8	15	6.1	10	15.3%	8
Scien Instr & Prod	38	516.7	21	61.7	23	11.9%	26	6.5	20	0.8	23	12.3%	24
Misc. Manu. Eqp.	39	498.7	15	31.9	16	6.4%	23	5.9	17	0.3	16	5.1%	17
Admin & Aux Offices	--	--	--	--	--	--	--	26.0	15	2.3	16	8.8%	34
STATE RANK & TOTALS (5)		61616.7	12	5060.6	19	8.2%	48	541.8	12	41.7	18	7.7%	45

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

HAWAII ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Hawaii's industries had some $414 million in sales of export-related manufactures in 1984. More than $304 million was in direct export sales, while another $110 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Hawaii 44th among all states and the District of Columbia in the value of export-related manufactures sold.

- Confidentiality requirements prohibited the publication of much of Hawaii's individual industry data. Among those sectors for which data are available, the food & products industry had direct and indirect export sales of more than $40 million, which was approximately 10 percent of the state's total manufactured export sales for 1984.

- Some 12.1 percent of Hawaii's manufactured products were sold as exports, ranking the state 21st among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Hawaii's Lumber & Wood Products industry sold nearly a quarter of its output as direct and indirect exports, making it the third most export-intensive state Lumber & Wood Products industry in the country.

- An estimated 700 manufacturing jobs in Hawaii were sustained by the state's export-related production in 1984. The only industry for which trade-related employment was reported -- food products -- accounted for some 300 of those jobs. About 3.1 percent of the state's labor force in manufacturing was sustained by exports.

- In addition, an estimated 4,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Hawaii's output of export-related manufactures.

HAWAII EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1345.5	38	41.2	39	3.1%	34	10.8	34	0.3	34	2.8%	26
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	119.2	36	3.2	35	2.7%	14	3.8	33	--	--	--	--
Lumber, Wood Prod.	24	2.2	46	0.5	46	23.0%	3	0.3	45	--	--	--	--
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	41.8	43	3.1	43	7.4%	39	0.3	43	--	--	--	--
Printing & Pub.	27	--	--	--	--	--	--	--	--	--	--	--	--
Chemicals & Prod.	28	49.9	46	3.5	47	7.0%	42	0.2	47	--	--	--	--
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	12.2	46	1.0	46	8.2%	47	0.2	46	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	62.9	48	1.1	48	1.7%	47	0.7	45	--	--	--	--
Primary Metal Ind.	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	83.1	43	5.3	44	6.4%	46	0.7	45	--	--	--	--
Non-Elec. Mach.	35	11.4	49	1.5	49	13.2%	44	0.3	48	--	--	--	--
Elec., E'tronic Eqp	36	--	--	--	--	--	--	--	--	--	--	--	--
Transport Eqpmt.	37	15.8	44	0.1	44	0.6%	44	0.3	44	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqp.	39	26.4	40	2.6	38	9.8%	6	0.5	41	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	0.6	43	--	--	--	--
STATE RANK & TOTALS (5)		3409.4	46	414.1	44	12.1%	21	22.5	45	0.7	49	3.1%	51

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

IDAHO ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Idaho's industries had over $666 million in sales of export-related manufactures in 1984. Some $432 million was in direct export sales, while another $234 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Idaho 41st among all states and the District of Columbia in the value of export-related manufactures sold.

- More than half of Idaho's manufactured exports were accounted for by the nonelectrical machinery, and paper & products industries, the only two state industries selling over $100 million of their products to foreign demand.

- About 10.7 percent of Idaho's total manufactured production was sold to export-related demand, ranking Idaho 32nd among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. The two industries mentioned above, paper products and nonelectric machinery, were the most export-intensive state industry nationwide in their respective categories, exporting about a third of their output, while the fabricated metal products industry ranked second.

- An estimated 4.8 thousand of Idaho's manufacturing jobs were sustained by export-related manufactures in 1984, giving the state the 42nd largest export-related work force in the nation. About one-third of these jobs were located in the nonelectric machinery industry.

- Export-related employment constituted approximately 9.7 percent of Idaho's total manufacturing work force, roughly one in every 10 jobs. Four state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad; the nonelectric machinery industry exported more than a quarter of its output.

- In addition, an estimated 7,200 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Idaho's output of export-related manufactures.

IDAHO EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	2574.3	31	81.4	33	3.2%	30	13.9	31	0.5	30	3.6%	17
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod.	24	1109.3	18	64.0	20	5.8%	24	10.7	21	0.5	22	4.7%	23
Furniture & Fix.	25	14.7	39	0.2	41	1.4%	38	0.4	39	--	--	--	--
Paper & Prod.	26	377.3	36	124.2	27	32.9%	1	2.2	36	0.5	31	22.7%	1
Printing & Pub.	27	150.5	44	5.8	42	3.9%	20	3.0	43	0.1	40	3.3%	25
Chemicals & Prod.	28	654.3	33	74.0	33	11.3%	30	3.4	33	0.2	33	5.9%	40
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	--	--	--	--	--	--	--	--	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	88.8	44	1.4	46	1.6%	48	0.6	47	--	--	--	--
Primary Metal Ind.	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	124.0	42	21.8	41	17.6%	2	1.5	42	0.2	41	13.3%	6
Non-Elec. Mach.	35	673.5	36	241.2	33	35.8%	1	5.6	37	1.6	34	28.6%	6
Elec., E'tronic Eqp	36	202.0	43	31.5	43	15.6%	27	2.6	43	0.5	41	19.2%	13
Transport Eqpmt.	37	48.1	41	6.0	38	12.5%	11	0.9	41	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqp.	39	--	--	--	--	--	--	--	--	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	2.8	37	0.2	37	7.1%	40
STATE RANK & TOTALS (5)		6210.4	41	666.2	41	10.7%	32	49.5	41	4.8	42	9.7%	37

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

ILLINOIS ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Illinois' industries had more than $13.3 billion in sales of export-related manufactures in 1984. Some $6.4 billion was in direct export sales, while another $6.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Illinois 6th among all states and the District of Columbia in the value of export-related manufactures sold.

- Six Illinois manufacturing industries had direct and indirect export sales of more than $1 billion apiece, with the state's nonelectric machinery industry exporting over $3 billion. Thirteen Illinois industries were ranked among the top 10 state industries of their categories in terms of dollar export volumes, with 10 of those industries ranked in the top five.

- About 10.6 percent of Illinois' total sales of manufactured goods output was export-related in 1984, ranking the state 33rd among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Eight Illinois industries each sold 10 percent or more of their output abroad.

- Sales of export-related manufactures provided an estimated 116,500 Illinois manufacturing workers with employment in 1984, giving Illinois the seventh largest export-related work force in the nation. Roughly half of these jobs were located in the nonelectric machinery, the electric & electronic equipment, and the fabricated metal products industries.

- Export-related employment constituted approximately 11 percent of Illinois' total manufacturing work force, roughly one in every nine jobs. Eight state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad, while in three of those industries, about one in every six jobs was export related.

- In addition, an estimated 92,900 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Illinois' output of export-related manufactures.

ILLINOIS EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	21506.8	2	1056.7	3	4.9%	17	84.4	2	2.4	5	2.8%	25
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	1034.0	17	20.1	19	1.9%	35	15.7	19	0.2	18	1.3%	19
Lumber, Wood Prod.	24	696.1	24	29.0	27	4.2%	32	10.0	23	0.4	25	4.0%	26
Furniture & Fix.	25	1660.2	4	27.3	10	1.6%	35	22.3	6	0.3	10	1.3%	17
Paper & Prod.	26	4017.9	7	330.1	11	8.2%	32	34.0	5	2.7	6	7.9%	31
Printing & Pub.	27	8841.6	3	384.5	3	4.3%	7	103.5	3	4.2	3	4.1%	11
Chemicals & Prod.	28	11785.9	4	1324.6	6	11.2%	32	49.4	4	4.9	14	9.9%	31
Petrol. & Coal Prod	29	9706.0	5	633.6	5	6.5%	12	7.7	5	0.4	5	5.2%	11
Rubber & Plastics	30	4483.0	3	474.3	4	10.6%	25	45.3	3	4.7	3	10.4%	21
Leather & Prod.	31	258.8	10	13.4	11	5.2%	10	4.4	11	--	--	--	--
Stone, Clay, Glass	32	2417.0	6	229.6	5	9.5%	8	26.6	5	3.3	3	12.4%	1
Primary Metal Ind.	33	8144.6	4	1419.1	4	17.4%	42	64.5	4	11.0	4	17.1%	38
Fab. Metal Prod.	34	10987.4	4	1235.8	3	11.2%	17	114.7	4	13.4	4	11.7%	12
Non-Elec. Mach.	35	16224.6	2	3137.0	4	19.3%	24	148.2	2	25.2	5	17.0%	28
Elec., E'tronic Eqp	36	11389.4	3	1605.8	5	14.1%	36	131.3	4	20.1	3	15.3%	33
Transport Eqpmt.	37	7847.1	10	907.5	11	11.6%	14	45.4	13	4.8	12	10.6%	14
Scien Instr & Prod	38	2589.4	5	307.8	10	11.9%	27	30.8	5	3.6	9	11.7%	26
Misc. Manu. Eqp.	39	1781.2	3	154.1	5	8.7%	9	22.7	4	1.7	5	7.5%	5
Admin & Aux Offices	--	--	--	--	--	--	--	90.8	6	11.9	6	13.1%	10
STATE RANK & TOTALS (5)		125790.9	6	13331.7	6	10.6%	33	1055.7	5	116.5	7	11.0%	23

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

INDIANA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Indiana's industries had nearly $9.4 billion in sales of export-related manufactures in 1984. More than $4.4 billion was in direct export sales, while another $4.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Indiana eighth among all states and the District of Columbia in the value of export-related manufactures sold.

- More than one-fourth of Indiana's manufactured exports were accounted for by the Frimary Metals industry, which sold over $2.5 billion to foreign demand. Two other state industries -- nonelectric machinery, and transportation equipment -- each sold more than $1 billion of direct and indirect exports in 1984. Seven Indiana industries were ranked among the top 10 industries in their respective categories in terms of dollar volume of total export sales.

- Export-related manufactures accounted for 12.2 percent of Indiana's manufactured goods production, ranking the state 20th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Eight Indiana industries each sold 10 percent or more of their output abroad.

- Indiana's export-related output of manufactures sustained an estimated 71,600 of the state's manufacturing workers in 1984, giving Indiana the 10th largest export-related work force in the nation. Nearly 40 percent of these jobs were found in the primary metals and the electric & electronic equipment industries. Five other state manufacturing industries were ranked among the top 10 state industries of their categories in the number of export-related jobs they had.

- Export-related employment constituted approximately 11.8 percent of Indiana's total manufacturing work force, roughly two in every 17 jobs. Eight state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad.

- In addition, an estimated 48,200 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Indiana's output of export-related manufactures.

INDIANA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	6823.0	19	261.6	23	3.8%	23	32.3	18	1.2	14	3.7%	15
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	542.5	22	10.5	23	1.9%	35	8.0	24	0.2	18	2.5%	7
Lumber, Wood Prod.	24	1548.1	12	91.2	13	5.9%	23	19.3	13	1.1	11	5.7%	17
Furniture & Fix.	25	1415.9	5	38.3	7	2.7%	18	21.5	8	0.5	5	2.3%	9
Paper & Prod.	26	1538.6	25	130.1	25	8.5%	28	12.5	20	1.0	23	8.0%	30
Printing & Pub.	27	1897.1	16	77.0	16	4.1%	14	27.9	15	0.9	15	3.2%	28
Chemicals & Prod.	28	6248.1	11	880.2	16	14.1%	19	26.2	14	3.4	16	13.0%	20
Petrol. & Coal Prod	29	5054.7	8	327.7	10	6.5%	14	3.7	8	0.2	8	5.4%	10
Rubber & Plastics	30	3440.6	4	401.8	5	11.7%	16	38.7	4	4.4	4	11.4%	12
Leather & Prod.	31	120.8	16	4.1	15	3.4%	15	2.3	15	--	--	--	--
Stone, Clay, Glass	32	1583.9	12	97.4	14	6.1%	18	16.2	11	1.0	12	6.2%	17
Primary Metal Ind.	33	13968.1	3	2583.0	3	18.5%	30	80.7	3	14.6	3	18.1%	29
Fab. Metal Prod.	34	5288.4	8	655.5	8	12.4%	9	55.2	8	7.0	9	12.7%	10
Non-Elec. Mach.	35	6769.9	11	958.9	13	14.2%	41	65.3	11	9.1	12	13.9%	38
Elec., E'tronic Eqp	36	8708.9	7	1261.9	9	14.5%	33	85.9	8	13.3	9	15.5%	31
Transport Eqpmt.	37	10320.9	5	1422.2	7	13.8%	8	76.5	5	8.9	9	11.6%	13
Scien Instr & Prod	38	998.1	15	132.0	16	13.2%	21	10.9	15	1.4	15	12.8%	21
Misc. Manu. Eqp.	39	588.3	14	40.1	13	6.8%	18	7.5	14	0.5	11	6.7%	11
Admin & Aux Offices	--	--	--	--	--	--	--	16.8	18	2.2	17	13.1%	11
STATE RANK & TOTALS (5)		76947.6	10	9380.1	8	12.2%	20	608.5	11	71.6	10	11.8%	18

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

IOWA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Iowa's industries had nearly $3.3 billion in sales of export-related manufactures in 1984. Almost $2.1 billion was in direct export sales, while another $1.2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Iowa 25th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than half the dollar volume of Iowa's export-related sales of manufactures were made by the state's food products and nonelectric machinery industries. Only three states sold more of their processed food products abroad than did Iowa. Seven state industries each had direct and indirect export sales of $100 million or more.

- Export-related manufactures accounted for 9.8 percent of Iowa's total manufactured goods production, ranking the state 41st among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Nine state industries each sold 10 percent or more of their output abroad, with the primary metals industry exporting nearly one-fourth of its output.

- Six Iowa industries, including the large food & products sector, were ranked among the top 10 state industries in their respective industries nationwide in terms of export intensity, with the miscellaneous manufacturing industry ranking third.

- An estimated 20,400 manufacturing jobs in Iowa were sustained by the state's export-related manufactures in 1984, ranking Iowa 28th among all states in the size of its export-related work force. More than half these jobs were found in three industries -- fabricated metal products, nonelectric machinery, and the electric & electronic equipment industries.

- Export-related employment constituted approximately 10.1 percent of Iowa's total manufacturing work force, roughly one in every 10 jobs. Eight state industries had 10 percent or more of their work force employed producing goods that were eventually sold abroad.

- In addition, an estimated 24,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Iowa's output of export-related manufactures.

IOWA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	13119.9	6	820.8	4	6.3%	9	40.1	13	2.0	6	5.0%	8
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	77.4	22	6.2	23	8.0%	10	0.9	23	--	--	--	--
Apparel & Prod.	23	237.2	29	6.3	30	2.7%	15	4.1	32	--	--	--	--
Lumber, Wood Prod.	24	318.0	31	30.9	25	9.7%	6	4.0	31	0.4	25	10.0%	5
Furniture & Fix.	25	327.7	20	3.9	26	1.2%	41	3.9	22	--	--	--	--
Paper & Prod.	26	677.7	33	54.6	35	8.1%	34	4.5	32	0.3	33	6.7%	37
Printing & Pub.	27	1364.8	23	53.2	22	3.9%	19	18.8	22	0.6	22	3.2%	30
Chemicals & Prod.	28	2464.7	21	281.0	23	11.4%	28	5.4	31	0.6	29	11.1%	28
Petrol. & Coal Prod	29	41.9	33	1.6	33	3.8%	27	0.2	34	--	--	--	--
Rubber & Plastics	30	1182.6	21	125.2	22	10.6%	24	9.5	24	0.9	26	9.5%	29
Leather & Prod.	31	24.7	20	2.5	18	10.1%	5	0.6	19	--	--	--	--
Stone, Clay, Glass	32	691.7	25	28.3	29	4.1%	35	4.9	32	0.1	34	2.0%	36
Primary Metal Ind.	33	1416.9	22	315.8	23	22.3%	8	7.9	24	1.6	23	20.3%	9
Fab. Metal Prod.	34	1318.5	27	165.3	21	12.5%	8	17.6	21	2.4	17	13.6%	5
Non-Elec. Mach.	35	6589.7	12	944.8	14	14.3%	40	42.3	15	5.7	18	13.5%	39
Elec., E'tronic Eqp	36	2245.6	24	328.7	25	14.6%	32	20.8	26	3.5	24	16.8%	23
Transport Eqpmt.	37	908.2	32	54.9	32	6.0%	28	6.9	33	0.4	29	5.8%	27
Scien Instr & Prod	38	159.9	37	21.6	36	13.5%	20	2.0	36	0.2	35	10.0%	28
Misc. Manu. Eqp.	39	348.8	19	49.3	11	14.1%	3	4.7	20	0.8	8	17.0%	1
Admin & Aux Offices	--	--	--	--	--	--	--	3.4	36	0.4	34	11.8%	22
STATE RANK & TOTALS (5)		33515.9	25	3295.5	25	9.8%	41	202.4	26	20.4	28	10.1%	34

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

KANSAS ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Kansas's industries had more than $2.6 billion in sales of export-related manufactures in 1984. More than $1.6 billion was in direct export sales, while another $1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Kansas 28th among all states and the District of Columbia in the value of export-related manufactures sold.

- Three Kansas manufacturing industries -- food & products, nonelectrical machinery, and transportation equipment -- each sold more than $500 million abroad. These three industries together accounted for over 63 percent of Kansas' manufactured exports, roughly two out of every three export dollars earned by the state's manufacturing industries.

- Export-related manufactures accounted for 8.6 percent of Kansas' total manufactured goods production, ranking the state 45th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Seven Kansas industries each sold 10 percent or more of their output abroad, with the large state nonelectrical machinery industry exporting one-fourth of its output. Four Kansas manufacturing industries ranked among the top 10 state industries in their respective categories in terms of export intensity, with the furniture & fixtures industry ranking second.

- An estimated 16,900 Kansas manufacturing jobs were dependent on the state's direct and indirect exports in 1984, giving Kansas the 31st largest export-related work force in the nation. More than half of this work force, some 8,700 workers, were located in the state's nonelectric machinery and transportation equipment industries. Three other Kansas industries each counted more than 1,000 export-related jobs.

- Export-related employment constituted approximately 9.2 percent of Kansas' total manufacturing work force, roughly one in every 11 jobs. Four state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad.

- In addition, an estimated 21,500 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Kansas' output of export-related manufactures.

KANSAS EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8108.5	16	556.7	7	6.9%	8	24.2	23	1.2	14	5.0%	9
Tobacco Prod.	21	..	..	..	..	..	..	..	..	..	..	..	..
Textile Mill Prod.	22	..	..	..	..	..	..	..	..	..	..	..	..
Apparel & Prod.	23	900.1	18	8.2	27	0.9%	42	3.7	35	..	..	..	..
Lumber, Wood Prod.	24	243.7	33	2.7	41	1.1%	45	3.2	35	..	..	..	..
Furniture & Fix.	25	118.5	32	9.6	19	8.1%	2	1.7	31	0.1	19	5.9%	1
Paper & Prod.	26	680.8	32	75.5	33	11.1%	16	4.6	31	0.4	32	8.7%	21
Printing & Pub.	27	1593.4	20	49.3	23	3.1%	46	18.0	23	0.5	24	2.8%	46
Chemicals & Prod.	28	1765.0	27	130.6	30	7.4%	41	7.3	27	0.5	30	6.8%	38
Petrol. & Coal Prod	29	4163.1	11	266.2	11	6.4%	17	3.0	10	0.1	10	3.3%	14
Rubber & Plastics	30	1016.4	24	141.6	20	13.9%	5	9.5	24	1.2	21	12.6%	5
Leather & Prod.	31	12.8	22	1.3	20	10.2%	3	0.3	21	..	..	..	..
Stone, Clay, Glass	32	678.6	26	38.9	25	5.7%	23	5.6	30	0.2	29	3.6%	31
Primary Metal Ind.	33	326.2	37	65.4	37	20.0%	16	3.2	36	0.6	36	18.7%	21
Fab. Metal Prod.	34	569.1	36	46.6	38	8.2%	37	7.0	34	0.4	39	5.7%	43
Non-Elec. Mach.	35	2385.5	23	601.1	19	25.2%	12	23.9	24	4.4	22	18.4%	22
Elec., E'tronic Eqp	36	657.9	38	94.1	38	14.3%	35	9.6	36	1.4	37	14.6%	35
Transport Eqpmt.	37	7014.9	12	509.3	16	7.3%	25	48.9	12	4.3	13	8.8%	17
Scien Instr & Prod	38	224.0	33	24.6	33	11.0%	29	3.3	31	0.3	31	9.1%	31
Misc. Manu. Eqp.	39	159.3	28	6.5	31	4.1%	37	1.9	32	..	..	..	..
Admin & Aux Offices	--	..	..	..	..	..	..	5.3	30	0.6	29	11.3%	24
STATE RANK & TOTALS (5)		30633.3	26	2630.0	28	8.6%	45	184.5	30	16.9	31	9.2%	39

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

KENTUCKY ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Kentucky's industries had more than $4 billion in sales of export-related manufactures in 1984. Some $2.1 billion was in direct export sales, while more than $1.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Kentucky 23rd among all states and the District of Columbia in the value of export-related manufactures sold.

- Four Kentucky manufacturing industries -- chemicals & products, primary metals, nonelectrical machinery, and transportation equipment -- each sold more than $500 million as direct and indirect exports. Six other state industries each had export sales of more than $100 million.

- Kentucky's sales of export-related manufactures accounted for 10.9 percent of the state's total manufactured goods production, ranking the state 29th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Some 20 percent of Kentucky's primary metal products ended up as exports, while six other state industries exported at least 10 percent of their output.

- Sales of export-related manufactures provided an estimated 25,800 Kentucky manufacturing workers with employment in 1984, giving Kentucky the 24th largest export-related work force in the nation. Eight state industries accounted for more than 1,000 export-related jobs apiece.

- Some 10.3 percent of Kentucky's manufacturing jobs were export-related in 1984, roughly one out of every 10 available jobs. Seven state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad, with about one-fourth of the Tobacco industry's jobs being export related.

- In addition, an estimated 24,800 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Kentucky's output of export-related manufactures.

KENTUCKY EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	3965.8	26	239.9	25	6.0%	11	16.7	30	0.4	31	2.4%	31
Tobacco Prod.	21	2277.8	3	161.0	3	7.1%	6	6.9	3	1.7	3	24.6%	2
Textile Mill Prod.	22	347.2	17	27.5	16	7.9%	13	6.1	14	0.5	14	8.2%	5
Apparel & Prod.	23	800.1	20	16.9	21	2.1%	30	24.1	15	0.4	14	1.7%	14
Lumber, Wood Prod.	24	439.6	26	30.3	26	6.9%	14	8.2	24	0.5	22	6.1%	11
Furniture & Fix.	25	201.8	25	3.0	29	1.5%	36	3.6	25	--	--	--	--
Paper & Prod.	26	1028.6	29	154.8	24	15.0%	5	5.9	30	0.7	28	11.9%	8
Printing & Pub.	27	1397.8	22	55.9	21	4.0%	17	16.0	25	0.7	20	4.4%	5
Chemicals & Prod.	28	3761.1	19	626.7	18	16.7%	16	12.0	22	2.0	20	16.7%	14
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	1107.9	22	114.9	24	10.4%	27	9.7	23	1.0	24	10.3%	22
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	523.2	30	53.9	22	10.3%	3	6.1	25	0.5	19	8.2%	11
Primary Metal Ind.	33	3117.2	10	639.9	11	20.5%	13	16.4	14	3.2	14	19.5%	15
Fab. Metal Prod.	34	1906.6	21	170.4	20	8.9%	30	20.4	20	1.9	21	9.3%	27
Non-Elec. Mach.	35	3645.9	18	540.7	21	14.8%	38	33.3	18	4.9	19	14.7%	37
Elec., E'tronic Eqp	36	3243.7	19	301.4	26	9.3%	44	27.3	21	3.2	28	11.7%	39
Transport Eqpmt.	37	6585.4	15	731.8	12	11.1%	16	14.8	26	1.3	22	8.8%	18
Scien Instr & Prod	38	305.1	30	26.4	32	8.7%	35	2.6	33	0.2	35	7.7%	36
Misc. Manu. Eqp.	39	--	--	--	--	--	--	--	--	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	15.0	19	1.8	18	12.0%	21
STATE RANK & TOTALS (5)		37436.3	21	4076.7	23	10.9%	29	251.6	23	25.8	24	10.3%	31

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

LOUISIANA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Louisiana's industries had nearly $7 billion in sales of export-related manufactures in 1984. Some $3.5 billion was in direct export sales, while another $3.5 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Louisiana 13th among all states and the District of Columbia in the value of export-related manufactures sold.

- Three-fourths of Louisiana's manufactured exports were accounted for by the chemicals and the petroleum & coal products industries, with more than $5 billion in export sales between them. These industries respectively ranked second and third among all states in their respective categories in terms of export sales values. Another five Louisiana manufacturing industries each had more than $100 million in direct and indirect exports.

- Export-related manufactures accounted for 12.7 percent of Louisiana's total manufactured goods production, ranking the state 13th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Louisiana industries were ranked among the top 10 state industries within their categories in terms of export intensity. The state's primary metals industry exported over 40 percent of its output, making it the most export-intensive state primary metals industry in the nation.

- Sales of export-related manufactures provided an estimated 18,500 Louisiana manufacturing workers with employment in 1984, giving Louisiana the 30th largest export-related work force in the nation. More than one-third of this work force, some 6,300 workers, were located in the chemicals & products industry, while five other Louisiana industries each accounted for more than 1,000 export-related jobs.

- Export-related employment constituted approximately 10.2 percent of Louisiana's total manufacturing work force, roughly one in every 10 jobs. Five state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad; one out of every four jobs in the state's primary metals industry was export sustained.

- In addition, an estimated 33,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Louisiana's output of export-related manufactures.

LOUISIANA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	3869.2	28	469.2	9	12.1%	3	21.8	28	1.2	14	5.5%	7
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	325.1	27	27.4	16	8.4%	2	9.2	22	0.3	17	3.3%	4
Lumber, Wood Prod.	24	1018.9	20	76.1	18	7.5%	11	10.4	22	0.6	18	5.8%	15
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	2380.9	18	336.9	10	14.2%	7	10.6	24	1.4	19	13.2%	5
Printing & Pub.	27	608.2	32	21.1	32	3.5%	31	10.7	28	0.3	29	2.8%	44
Chemicals & Prod.	28	13737.1	3	3058.3	2	22.3%	8	30.2	12	6.3	7	20.9%	5
Petrol. & Coal Prod	29	25159.1	2	2151.7	3	8.6%	3	12.1	3	1.1	3	9.1%	4
Rubber & Plastics	30	305.6	36	37.9	35	12.4%	13	2.4	38	0.2	36	8.3%	38
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	703.4	24	31.5	27	4.5%	32	7.2	23	0.3	25	4.2%	29
Primary Metal Ind.	33	688.3	30	284.8	26	41.4%	1	2.9	37	0.8	31	27.6%	1
Fab. Metal Prod.	34	943.4	31	96.9	31	10.3%	19	11.5	29	0.9	30	7.8%	41
Non-Elec. Mach.	35	716.1	35	140.2	35	19.6%	23	10.4	35	1.7	33	16.3%	29
Elec., E'tronic Eqp	36	1114.1	31	141.5	36	12.7%	38	10.4	34	1.1	39	10.6%	42
Transport Eqpmt.	37	3157.7	22	86.1	28	2.7%	40	21.0	20	0.5	27	2.4%	35
Scien Instr & Prod	38	74.6	40	3.9	42	5.2%	42	0.9	42	--	--	--	--
Misc. Manu. Eqp.	39	61.3	35	2.0	39	3.3%	41	1.6	33	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	5.5	28	0.7	27	12.7%	16
STATE RANK & TOTALS (5)		55035.2	14	6989.9	13	12.7%	13	181.5	31	18.5	30	10.2%	33

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MAINE ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Maine's industries had more than $1.2 billion in sales of export-related manufactures in 1984. Nearly $700 million was in direct export sales, while another $520 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Maine 37th among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly 45 percent of Maine's manufactured exports came from two industries -- paper products, and electric & electronic equipment -- which each sold more than $250 million of direct and indirect exports. Maine's leather products industry sold the most exports of any such industry in the country, while the state's paper products industry ranked fourth in terms of dollar volume of exports.

- Export-related manufactures accounted for 12.2 percent of Maine's total manufactured goods production, ranking the state 19th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Despite the relatively small size of Maine's manufacturing sector, six state industries ranked among the top 10 industries of their categories in terms of export intensity. The state's electric & electronic equipment industry, which is also Maine's largest manufactured exporter, was the most export-intensive such industry in the nation.

- Sales of export-related manufactures provided an estimated 11,100 of Maine's manufacturing workers with employment in 1984, giving Maine the 38th largest export-related work force in the nation. Three of Maine's manufacturing industries each counted for more than 1,000 export-related jobs.

- Approximately 10.3 percent of Maine's manufacturing work force depended on the state's manufactured exports for their jobs -- roughly one in every 10 workers. Seven industries had more than 10 percent of their workers employed producing goods that were eventually sold abroad. In the chemicals industry, over a fourth of the jobs were export-related, while the electric & electronics equipment industry had more than a third of its employees working on export-related output.

- In addition, an estimated 7,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Maine's output of export-related manufactures.

MAINE EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	868.5	41	24.5	42	2.8%	39	8.0	38	0.2	36	2.5%	29
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	496.5	12	47.8	13	9.6%	6	8.2	12	0.6	12	7.3%	7
Apparel & Prod.	23	203.1	30	4.9	33	2.4%	23	4.2	31	--	--	--	--
Lumber, Wood Prod.	24	1113.4	17	189.9	4	17.1%	4	13.3	18	1.7	5	12.8%	3
Furniture & Fix.	25	49.3	36	1.0	37	2.0%	23	1.1	36	--	--	--	--
Paper & Prod.	26	3236.1	11	288.1	17	8.9%	25	17.6	14	1.5	17	8.5%	24
Printing & Pub.	27	264.1	40	7.9	41	3.0%	48	4.4	39	0.1	40	2.3%	48
Chemicals & Prod.	28	96.9	44	30.2	37	31.2%	2	0.7	41	0.2	33	28.6%	2
Petrol. & Coal Prod	29	39.2	34	0.6	34	1.5%	34	0.4	31	--	--	--	--
Rubber & Plastics	30	379.4	33	37.8	36	10.0%	31	4.7	32	0.3	34	6.4%	42
Leather & Prod.	31	844.2	2	85.7	1	10.2%	4	15.1	3	0.8	1	5.3%	3
Stone, Clay, Glass	32	68.6	47	1.4	46	2.0%	44	0.7	45	--	--	--	--
Primary Metal Ind.	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	232.3	40	27.9	40	12.0%	13	3.5	40	0.4	39	11.4%	14
Non-Elec. Mach.	35	456.7	38	93.2	39	20.4%	20	5.0	41	0.9	39	18.0%	25
Elec., E'tronic Eqp	36	681.0	37	251.3	30	36.9%	1	7.6	38	2.8	32	36.8%	2
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	54.3	41	6.9	41	12.7%	25	1.0	41	0.1	40	10.0%	28
Misc. Manu. Eqp.	39	46.4	37	7.2	28	15.5%	2	0.8	37	0.1	25	12.5%	2
Admin & Aux Offices	--	--	--	--	--	--	--	1.3	42	0.1	41	7.7%	36
STATE RANK & TOTALS (5)		9928.5	37	1215.0	37	12.2%	19	108.0	36	11.1	38	10.3%	30

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MARYLAND ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Maryland's industries had more than $2.3 billion in sales of export-related manufactures in 1984. Over $1.1 billion was in direct export sales, while another $1.2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Maryland 31st among all states and the District of Columbia in the value of export-related manufactures sold.

- Maryland's largest manufacturing export industry, electric & electronic equipment, sold more than $500 million of its output as exports, accounting for about 25 percent of the state's total manufactured exports in 1984. Five other Maryland industries each sold more than $100 million to export-related demand.

- Export-related manufactures accounted for 9.9 percent of Maryland's total manufactured goods production, ranking the state 40th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Maryland industries each sold 10 percent or more of their output abroad.

- Export-related manufactures provided an estimated 24,400 Maryland manufacturing workers with employment in 1984, giving Maryland the 27th largest export-related work force in the nation. About 30 percent of this work force, some 7,400 workers, were located in the electric & electronic equipment industry, with another 3,600 in the nonelectric machinery sector. Four other Maryland industries each accounted for more than 1,000 export-related jobs.

- Export-related employment constituted approximately 10.7 percent of Maryland's total manufacturing work force, which is slightly more than one in every nine jobs. Five state industries had more than 10 percent of their work force employed producing goods that were eventually sold abroad.

- In addition, an estimated 23,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Maryland's output of export-related manufactures.

MARYLAND EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	4285.2	24	131.4	29	3.1%	32	23.3	25	1.3	12	5.6%	6
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	179.1	19	19.8	19	11.1%	5	1.8	21	0.1	19	5.6%	16
Apparel & Prod.	23	702.6	21	17.9	20	2.5%	22	13.1	20	0.2	18	1.5%	17
Lumber, Wood Prod.	24	405.8	28	17.5	31	4.3%	31	4.4	30	0.1	31	2.3%	36
Furniture & Fix.	25	213.2	24	6.8	23	3.2%	9	3.8	24	--	--	--	--
Paper & Prod.	26	1099.2	27	93.4	29	8.5%	27	10.1	25	0.9	24	8.9%	18
Printing & Pub.	27	1752.5	19	72.4	17	4.1%	12	25.5	19	1.0	14	3.9%	13
Chemicals & Prod.	28	2447.2	22	297.1	22	12.1%	26	10.5	23	1.3	23	12.4%	22
Petrol. & Coal Prod	29	354.2	26	15.3	25	4.3%	25	1.3	17	--	--	--	--
Rubber & Plastics	30	812.9	27	73.1	27	9.0%	41	8.5	27	0.7	28	8.2%	39
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	667.4	27	30.3	28	4.5%	30	5.6	30	0.3	25	5.4%	22
Primary Metal Ind.	33	2244.6	14	408.4	16	18.2%	35	16.9	13	2.9	15	17.2%	36
Fab. Metal Prod.	34	1379.9	26	111.1	29	8.1%	41	10.8	31	0.9	30	8.3%	36
Non-Elec. Mach.	35	1846.8	27	346.2	30	18.7%	26	18.7	27	3.6	29	19.3%	20
Elec., E'tronic Eqp	36	3642.2	17	570.3	17	15.7%	26	45.8	14	7.4	16	16.2%	26
Transport Eqpmt.	37	1029.3	31	60.7	29	5.9%	29	10.2	29	0.4	29	3.9%	31
Scien Instr & Prod	38	251.7	31	29.2	31	11.6%	28	3.7	29	0.4	28	10.8%	27
Misc. Manu. Eqp.	39	--	--	--	--	--	--	--	--	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	14.4	22	1.8	18	12.5%	17
STATE RANK & TOTALS (5)		23557.5	28	2327.7	31	9.9%	40	229.1	24	24.4	27	10.7%	25

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MASSACHUSETTS ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Massachusetts' industries had more than $8.7 billion in sales of export-related manufactures in 1984. About $5.5 billion was in direct export sales, while more than $3.2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Massachusetts ninth among all states and the District of Columbia in the value of export-related manufactures sold.

- Roughly half of Massachusetts' manufactured exports were accounted for by the nonelectric machinery, and the electric & electronic equipment industries. Eleven other state industries each sold more than $100 million to foreign demand. Eleven industries were ranked among the top 10 state industries of their categories nationwide in terms of dollar volume of exports.

- Export-related manufactures accounted for 15 percent of Massachusetts' total manufactured goods production, ranking the state seventh among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. This performance is significantly better than the national export-intensity average of 11.4 percent. Nine Massachusetts industries ranked among the top 10 state industries of their categories in terms of export intensity, with the state's rubber & plastics and the stone, clay & glass industries ranking first nationwide.

- Sales of export-related manufactures sustained an estimated 90,600 thousand Massachusetts manufacturing workers in 1984, giving Massachusetts the eighth largest export-related work force in the nation. Nearly half of this work force, approximately 42,700 workers, were located in the nonelectric machinery and the electric & electronic equipment industries. Eleven other Massachusetts industries each counted more than 1,000 export-related jobs.

- Approximately 13.8 percent of the state's manufacturing labor force depended on exports for its jobs in 1984, giving Massachusetts the third-highest percentage of export-sustained manufacturing jobs of any state. This 13.8 percentage amounts to one out of every seven jobs, which is much higher than the national average of 11.4 percent, or one out of every nine jobs.

- In addition, an estimated 54,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Massachusetts' output of export-related manufactures.

MASSACHUSETTS EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	4184.5	25	93.4	31	2.2%	45	25.7	21	0.4	31	1.6%	39
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	1481.3	9	121.5	7	8.2%	8	19.4	9	1.6	7	8.2%	4
Apparel & Prod.	23	1806.6	11	28.4	15	1.6%	38	37.8	12	0.4	14	1.1%	23
Lumber, Wood Prod.	24	--	--	--	--	--	--	--	--	--	--	--	--
Furniture & Fix.	25	500.6	18	19.8	15	4.0%	6	7.6	19	0.2	14	2.6%	6
Paper & Prod.	26	2808.3	15	245.8	20	8.8%	26	26.6	9	2.1	10	7.9%	32
Printing & Pub.	27	3667.9	8	147.3	8	4.0%	16	48.4	8	1.9	8	3.9%	12
Chemicals & Prod.	28	2439.4	23	396.4	21	16.2%	17	14.9	19	2.3	19	15.4%	17
Petrol. & Coal Prod	29	286.6	27	8.6	27	3.0%	31	1.0	20	--	--	--	--
Rubber & Plastics	30	2885.9	10	498.1	3	17.3%	1	31.7	9	4.4	4	13.9%	3
Leather & Prod.	31	788.5	3	52.5	5	6.7%	7	13.6	4	0.6	2	4.4%	5
Stone, Clay, Glass	32	1019.8	18	147.3	10	14.4%	1	11.4	14	1.4	9	12.3%	2
Primary Metal Ind.	33	1702.2	20	330.9	21	19.4%	22	13.2	19	2.5	18	18.9%	18
Fab. Metal Prod.	34	3969.7	11	519.4	9	13.1%	7	54.5	9	7.2	8	13.2%	8
Non-Elec. Mach.	35	11513.1	7	3009.7	5	26.1%	11	98.8	8	22.7	6	23.0%	11
Elec., E'tronic Eqp	36	8349.2	8	1447.0	6	17.3%	21	100.5	5	20.0	4	19.9%	12
Transport Eqpmt.	37	4543.5	17	664.0	14	14.6%	7	27.0	17	3.3	16	12.2%	11
Scien Instr & Prod	38	4583.2	3	827.3	3	18.1%	8	49.3	3	8.8	3	17.8%	9
Misc. Manu. Eqp.	39	1619.2	7	165.6	3	10.2%	5	20.7	6	2.0	3	9.7%	3
Admin & Aux Offices	--	--	--	--	--	--	--	49.1	9	7.5	8	15.3%	2
STATE RANK & TOTALS (5)		58640.5	13	8767.6	9	15.0%	7	657.0	10	90.6	8	13.8%	7

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MICHIGAN ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Michigan's industries had more than $16.6 billion in sales of export-related manufactures in 1984. Almost $10.6 billion was in direct export sales, while close to $6.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Michigan fourth among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly half of Michigan's manufactured exports came from the state's transportation equipment industry, the largest individual state exporting industry in the nation. Four other Michigan industries each sold more than $1 billion to export-related demand, while nine state industries ranked among the top 10 industries of their categories nationwide in terms of dollar export volume.

- Export-related manufactures accounted for 12.8 percent of Michigan's total manufactured goods production, ranking the state 12th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Nine Michigan industries each sold 10 percent or more of their output abroad, with the state's apparel industry ranked first among all state apparel industries in terms of export intensity.

- Three other industries -- stone, clay & glass products, fabricated metal products, and transportation equipment -- were ranked among the top 10 state industries of their respective categories nationwide in terms of export intensity, with Michigan's fabricated metal products industry ranking fourth.

- Sales of export-related manufactures provided an estimated 117,700 Michigan manufacturing workers with employment in 1984, giving Michigan the fifth-largest export-related work force in the nation. Two-thirds of these jobs were located in four Michigan industries, with 31,600 workers in the transportation equipment industry alone dependent on export-related output.

- Some 12.5 percent of the state's manufacturing work force owed their jobs to foreign demand for Michigan's manufactured output, about one in every eight jobs. Four industries had at least 10 percent of their respective work forces employed in producing either direct exports or other industries' export components. Nearly one out of every three jobs in the large transportation equipment industry was export-dependent.

- In addition, an estimated 76,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Michigan's output of export-related manufactures.

MICHIGAN EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8319.1	15	309.1	19	3.7%	24	40.6	12	1.3	12	3.2%	21
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	2363.5	9	296.7	1	12.6%	1	20.4	17	1.9	3	9.3%	1
Lumber, Wood Prod.	24	867.4	22	54.1	23	6.2%	19	11.7	20	0.6	18	5.1%	21
Furniture & Fix.	25	2503.1	3	74.9	3	3.0%	14	23.8	5	0.6	4	2.5%	7
Paper & Prod.	26	3254.7	10	296.7	16	9.1%	22	20.4	11	1.8	15	8.8%	20
Printing & Pub.	27	2769.4	10	98.1	10	3.5%	29	38.0	11	1.2	10	3.2%	31
Chemicals & Prod.	28	5738.6	13	1002.0	14	17.5%	14	29.8	13	5.1	13	17.1%	10
Petrol. & Coal Prod	29	1740.9	12	115.3	13	6.6%	11	1.8	13	0.1	10	5.6%	9
Rubber & Plastics	30	3257.6	5	378.1	6	11.6%	17	37.7	5	4.2	7	11.1%	13
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	1860.9	10	174.3	7	9.4%	9	15.8	12	1.5	7	9.5%	6
Primary Metal Ind.	33	7417.2	5	1337.1	5	18.0%	39	54.1	5	10.0	5	18.5%	27
Fab. Metal Prod.	34	12503.0	2	2098.9	2	16.8%	4	116.0	3	18.3	2	15.8%	3
Non-Elec. Mach.	35	11724.5	6	1989.9	8	17.0%	31	122.0	5	18.1	8	14.8%	36
Elec., E'tronic Eqp	36	3111.1	20	511.2	19	16.4%	24	30.7	20	4.6	20	15.0%	34
Transport Eqpmt.	37	60530.5	1	7668.2	1	12.7%	9	248.6	2	31.6	2	12.7%	10
Scien Instr & Prod	38	1058.7	13	143.9	14	13.6%	19	14.4	12	1.8	14	12.5%	22
Misc. Manu. Eqp.	39	686.6	12	44.8	12	6.5%	21	9.0	12	0.3	16	3.3%	25
Admin & Aux Offices	--	--	--	--	--	--	--	105.1	4	13.6	3	12.9%	12
STATE RANK & TOTALS (5)		130082.1	5	16662.3	4	12.8%	12	944.2	7	117.7	5	12.5%	14

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MINNESOTA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Minnesota's industries had nearly $5.3 billion in sales of export-related manufactures in 1984. More than $3.1 billion was in direct export sales, while another $2.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Minnesota 18th among all states and the District of Columbia in the value of export-related manufactures sold.

- Roughly half of Minnesota's manufactured export earnings came from the state's large nonelectrical machinery industry, which sold more than $2.5 billion in export-related demand during 1984. Eight other state industries each had direct and indirect export sales of $100 million or more.

- Export-related manufactures accounted for 12.4 percent of Minnesota's total manufactured goods production, ranking the state 17th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Seven Minnesota industries each sold 10 percent or more of their output abroad, with the large state nonelectric machinery industry exporting nearly 30 percent of its output. Four Minnesota industries ranked among the top 10 state industries of their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 47,300 Minnesota manufacturing workers with employment in 1984, giving Minnesota the 16th largest export-related work force in the nation. More than one-third of this work force, some 17,500 workers, were located in the nonelectric machinery industry, with about another 10,800 jobs in the electric & electronic equipment and the fabricated metal products industries.

- Approximately 12.7 percent of the jobs in Minnesota's manufacturing industries were export sustained -- slightly more than one out of every eight manufacturing jobs. Six state industries had more than 10 percent of their work force employed producing goods that were eventually exported, with nearly a quarter of the jobs in the nonelectric machinery industry being export related.

- In addition, an estimated 45,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Minnesota's output of export-related manufactures.

MINNESOTA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	9581.2	9	368.6	14	3.8%	22	39.8	14	1.2	14	3.0%	23
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	157.8	21	11.7	20	7.4%	17	2.7	20	0.1	19	3.7%	20
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod.	24	1377.8	16	50.1	24	3.6%	35	13.0	19	0.4	25	3.1%	31
Furniture & Fix.	25	283.5	21	5.4	24	1.9%	25	4.3	21	--	--	--	--
Paper & Prod.	26	1664.7	24	123.6	28	7.4%	39	12.1	22	0.8	25	6.6%	39
Printing & Pub.	27	2431.4	13	88.8	11	3.7%	25	36.0	12	1.2	10	3.3%	25
Chemicals & Prod.	28	1141.9	32	75.7	32	6.6%	46	6.9	29	0.5	30	7.2%	36
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	1291.8	19	147.8	19	11.4%	18	15.5	16	1.8	14	11.6%	11
Leather & Prod.	31	160.9	14	17.3	8	10.8%	2	1.5	18	0.1	10	6.7%	2
Stone, Clay, Glass	32	1861.1	9	166.5	8	8.9%	12	10.7	16	0.6	16	5.6%	20
Primary Metal Ind.	33	593.2	32	104.2	34	17.6%	41	6.6	28	1.1	29	16.7%	40
Fab. Metal Prod.	34	2969.1	14	396.3	14	13.3%	6	33.4	14	4.4	14	13.2%	9
Non-Elec. Mach.	35	8862.7	9	2546.4	7	28.7%	8	73.7	10	17.5	9	23.7%	10
Elec., E'tronic Eqp	36	3077.9	21	613.2	16	19.9%	11	34.5	19	6.4	17	18.6%	18
Transport Eqpmt.	37	2284.1	24	59.5	30	2.6%	41	7.4	32	0.1	35	1.4%	37
Scien Instr & Prod	38	1626.4	11	320.1	9	19.7%	7	18.9	11	3.4	11	18.0%	8
Misc. Manu. Eqp.	39	291.3	21	18.7	21	6.4%	22	4.2	21	0.2	19	4.8%	19
Admin & Aux Offices	--	--	--	--	--	--	--	46.7	10	6.6	9	14.1%	5
STATE RANK & TOTALS (5)		42760.1	19	5293.5	18	12.4%	17	372.5	19	47.3	16	12.7%	13

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MISSISSIPPI ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Mississippi's industries had more than $2.2 billion in sales of export-related manufactures in 1984. More than $1.2 billion was in direct export sales, while another $1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Mississippi 33rd among all states and the District of Columbia in the value of export-related manufactures sold.

- Eight Mississippi manufacturing industries each sold more than $100 million of direct and indirect exports, with the food products, chemicals, and electic & electronic equipment industries registering export sale of more than $250 million apiece.

- Export-related manufactures accounted for 10 percent of Mississippi's total manufactured goods production, ranking the state 39th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Seven Mississippi industries each sold 10 percent or more of their output as direct or indirect exports, with one-fifth of the dollar sales volume in the primary metals industry being exported. The state's food products industry ranked as the second most export-intensive state food industry nationwide, while the paper products industry ranked fourth.

- Sales of export-related manufactures provided an estimated 14,500 Mississippi manufacturing workers with employment in 1984, giving Mississippi the 33rd largest export-related work force in the nation. Seven state industries each accounted for more than 1,000 export-related jobs.

- Export-related employment constituted approximately 7 percent of Mississippi's total manufacturing work force, roughly one in every 14 jobs. Four state industries, including the large paper, chemicals, and electric & electronic equipment industries, each had roughly one out of every six jobs dependent on exports.

- In addition, an estimated 14,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Mississippi's output of export-related manufactures.

MISSISSIPPI EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	2915.8	30	357.0	15	12.2%	2	17.1	29	1.1	19	6.4%	4
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	376.4	16	20.5	18	5.4%	25	6.1	14	0.2	17	3.3%	22
Apparel & Prod.	23	1319.4	13	36.8	13	2.8%	12	38.3	11	0.4	14	1.0%	24
Lumber, Wood Prod.	24	1762.5	8	113.1	9	6.4%	16	21.6	10	1.2	10	5.6%	19
Furniture & Fix.	25	980.3	11	18.4	16	1.9%	27	14.9	12	0.3	10	2.0%	14
Paper & Prod.	26	1278.8	26	216.3	23	16.9%	4	7.3	28	1.1	21	15.1%	4
Printing & Pub.	27	380.1	38	12.1	39	3.2%	43	6.7	35	0.2	35	3.0%	39
Chemicals & Prod.	28	1402.7	28	276.9	24	19.7%	10	5.9	30	1.0	25	16.9%	11
Petrol. & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	611.0	28	52.6	30	8.6%	45	7.1	29	0.6	32	8.5%	37
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	521.7	31	37.6	26	7.2%	16	5.9	28	0.3	25	5.1%	24
Primary Metal Ind.	33	508.5	34	102.1	35	20.1%	15	3.9	33	0.7	34	17.9%	31
Fab. Metal Prod.	34	984.1	30	118.4	27	12.0%	11	11.9	28	1.1	28	9.2%	29
Non-Elec. Mach.	35	1261.9	33	125.5	36	9.9%	50	12.9	32	1.3	36	10.1%	42
Elec., E'tronic Eqp	36	1762.0	28	258.8	29	14.7%	31	20.5	27	3.3	27	16.1%	28
Transport Eqpmt.	37	2010.7	27	130.9	26	6.5%	27	16.0	24	0.5	27	3.1%	34
Scien Instr & Prod	38	116.1	38	12.1	39	10.4%	30	1.3	40	--	--	--	--
Misc. Manu. Eqp.	39	--	--	--	--	--	--	--	--	--	--	--	--
Admin & Aux Offices	--	--	--	--	--	--	--	2.7	39	0.2	37	7.4%	39
STATE RANK & TOTALS (5)		22374.5	30	2237.0	33	10.0%	39	206.6	25	14.5	33	7.0%	46

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MISSOURI ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Missouri's industries had nearly $5.4 billion in sales of export-related manufactures in 1984. Almost $3.4 billion was in direct export sales, while another $2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Missouri 17th among all states and the District of Columbia in the value of export-related manufactures sold.

- Three Missouri manufacturing industries -- chemicals, electric & electronic equipment, and transportation equipment -- each sold more than $500 million in exports, with six other industries registering more than $100 million in export sales. The transportation industry alone accounted for over 40 percent of the state's manufactured exports.

- Export-related manufactures accounted for 10.2 percent of Missouri's total manufactured goods production, ranking the state 37th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six Missouri industries each sold 10 percent or more of their output as exports, with three state industries ranking among the top 10 state industries within their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 43,300 Missouri manufacturing workers with employment in 1984, giving Missouri the 17th largest export-related state work force in the nation. Roughly 30 percent of these jobs, 12,800, were found in the transportation equipment industry.

- Some 10.4 percent of Missouri's manufacturing jobs were export related, roughly one out of every 10 jobs. Six of the state's industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the electric & electronic equipment and the transportation equipment industries sustained by export demand.

- In addition, an estimated 40,200 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Missouri's output of export-related manufactures.

1984
MISSOURI EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8619.0	12	260.8	24	3.0%	36	35.6	15	0.7	28	2.0%	34
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	53.7	25	3.2	25	6.0%	21	0.7	25	--	--	--	--
Apparel & Prod.	23	800.6	19	22.6	18	2.8%	11	22.4	16	0.2	18	0.9%	26
Lumber, Wood Prod	24	549.9	25	27.3	28	5.0%	28	7.6	26	0.3	28	3.9%	27
Furniture & Fix.	25	592.4	17	22.0	14	3.7%	8	8.3	17	0.3	10	3.6%	4
Paper & Prod.	26	1747.6	23	125.5	26	7.2%	42	12.3	21	0.8	25	6.5%	40
Printing & Pub.	27	2552.6	12	84.6	14	3.3%	39	38.8	10	1.1	12	2.8%	43
Chemicals & Prod.	28	4396.6	17	507.2	19	11.5%	27	21.9	16	2.6	17	11.9%	25
Petrol & Coal Prod	29	376.7	24	27.5	21	7.3%	7	1.2	18	--	--	--	--
Rubber & Plastics	30	1204.1	20	159.4	16	13.2%	8	13.7	18	1.6	17	11.7%	10
Leather & Prod.	31	771.0	4	25.1	7	3.3%	16	16.3	2	0.3	7	1.8%	9
Stone, Clay, Glass	32	1097.9	15	83.9	16	7.6%	15	10.0	20	0.8	15	8.0%	13
Primary Metal Ind	33	1747.4	19	329.8	22	18.9%	28	14.2	16	2.5	18	17.6%	34
Fab. Metal Prod.	34	3038.5	13	260.8	15	8.6%	34	36.1	13	3.0	15	8.3%	37
Non-Elec. Mach.	35	2299.1	25	370.0	29	16.1%	34	29.2	20	4.4	22	15.1%	33
Elec., E'tronic Eq	36	4059.9	15	730.0	14	18.0%	16	40.1	16	7.7	15	19.2%	15
Transport Eqpmt.	37	18145.4	4	2283.8	5	12.6%	10	66.8	8	12.8	6	19.2%	3
Scien Instr & Prod	38	388.5	28	35.0	30	9.0%	34	5.4	25	0.4	28	7.4%	38
Misc. Manu. Eqpmt.	39	302.2	20	15.7	23	5.2%	30	5.6	18	0.2	19	3.6%	23
Admin & Aux Office	--	--	--	--	--	--	--	30.3	14	3.1	15	10.2%	29
STATE RANK & TOTALS (5)		52746.6	15	5375.2	17	10.2%	37	414.6	17	43.3	17	10.4%	29

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

MONTANA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Montana's industries had about $319 million in sales of export-related manufactures in 1984. About $58 million was in direct export sales, while another $261 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Montana 46th among all states and the District of Columbia in the value of export-related manufactures sold.

- Much of Montana's individual industry data had to be suppressed, due to confidentiality requirements. Available data, however, indicate that the petroleum & coal products and the lumber & wood products industries accounted for more than half of the state's export sales.

- Export-related manufactures accounted for 8.4 percent of Montana's total manufactured goods production, ranking the state 47th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Two Montana industries -- non-electric machinery and electric & electronic equipment -- each sold 10 percent or more of their output as direct or indirect exports.

- Sales of export-related manufactures provided an estimated 1,400 Montana manufacturing workers with employment in 1984, giving Montana the 48th largest export-related state work force in the nation. About 600 of these jobs were found in the lumber & wood products industry.

- Export-related employment constituted about 6.3 percent of Montana's total manufacturing labor force, roughly one in every 16 available jobs.

- In addition, an estimated 5,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Montana's output of export-related manufactures.

MONTANA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	469.3	46	16.5	44	3.5%	25	3.4	43	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod	24	748.7	23	66.5	19	8.9%	7	8.0	25	0.6	18	7.5%	6
Furniture & Fix.	25	9.0	43	0.1	43	1.1%	43	0.2	41	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	113.9	47	3.7	46	3.2%	41	2.4	45	0.1	40	4.2%	9
Chemicals & Prod.	28	122.8	41	14.0	44	11.4%	28	0.5	43	--	--	--	--
Petrol & Coal Prod	29	1459.3	15	94.7	15	6.5%	13	0.8	23	--	--	--	--
Rubber & Plastics	30	9.2	47	0.8	47	8.7%	43	0.2	46	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	108.7	42	4.7	39	4.3%	33	0.9	44	--	--	--	--
Primary Metal Ind	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	53.2	47	3.1	48	5.8%	49	0.9	44	--	--	--	--
Non-Elec. Mach.	35	28.7	47	3.0	48	10.5%	48	0.6	47	--	--	--	--
Elec., E'tronic Eq	36	39.4	46	5.0	46	12.7%	39	0.4	46	--	--	--	--
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	11.5	43	0.2	43	1.7%	43	0.2	43	--	--	--	--
Misc. Manu. Eqpmt.	39	42.4	38	1.7	40	4.0%	38	0.8	37	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	--	--	--	--	--	--
STATE RANK & TOTALS (5)		3796.9	44	318.8	46	8.4%	47	22.2	46	1.4	48	6.3%	48

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEBRASKA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Nebraska's industries had more than $1.3 billion in sales of export-related manufactures in 1984. Some $838 million was in direct export sales, while another $480 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Nebraska 35th among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly two out of every three export dollars earned by Nebraska's manufacturing industries came from export sales of the food products and the nonelectric machinery industries. The food products industry, with nearly $500 million in export sales, ranked 10th among all state Food industries in the dollar volume of exports.

- Export-related manufactures accounted for 8.7 percent of Nebraska's total manufactured goods production, ranking the state 44th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. The state's nonelectric machinery industry sold nearly 30 percent of its output to foreign demand, ranking it sixth among all state industries in this category in terms of export intensity.

- An estimated 9,200 Nebraska manufacturing jobs were sustained by export-related sales of the state's manufaactured products in 1984, giving Nebraska the 39th largest export-related work force in the nation. Roughly 40 percent of these jobs, some 3,600, were located in the non electric machinery industry.

- About 10 percent of Nebraska's manufacturing jobs were export-related -- one out of every 10 jobs. Four of the state's industries had 10 percent or more of their labor force working on export-related output, with 29 percent of the jobs in the nonelectric machinery industry tied to exports, roughly three out of every 10 jobs.

- In addition, an estimated 13,300 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Nebraska's output of export-related manufactures.

NEBRASKA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8387.0	13	464.7	10	5.5%	13	24.2	23	1.1	19	4.5%	11
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	98.4	39	1.5	39	1.5%	39	1.8	39	--	--	--	--
Lumber, Wood Prod	24	190.1	36	2.0	42	1.1%	46	2.3	38	--	--	--	--
Furniture & Fix.	25	197.0	26	3.7	27	1.9%	27	2.0	30	--	--	--	--
Paper & Prod.	26	131.8	41	10.1	40	7.7%	37	1.4	40	0.1	38	7.1%	36
Printing & Pub.	27	461.6	36	15.6	37	3.4%	37	8.4	33	0.3	29	3.6%	18
Chemicals & Prod.	28	622.4	35	42.2	35	6.8%	45	2.8	35	0.2	33	7.1%	37
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	353.2	35	49.7	32	14.1%	4	4.3	34	0.6	30	14.0%	2
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	251.2	36	9.1	38	3.6%	38	2.2	39	--	--	--	--
Primary Metal Ind	33	571.0	33	112.0	33	19.6%	20	2.4	38	0.4	38	16.7%	40
Fab. Metal Prod.	34	638.1	34	58.1	34	9.1%	27	6.6	35	0.6	35	9.1%	31
Non-Elec. Mach.	35	1274.1	32	374.5	28	29.4%	6	12.4	33	3.6	29	29.0%	3
Elec., E'tronic Eq	36	715.7	36	75.6	39	10.6%	41	7.6	38	1.0	40	13.2%	36
Transport Eqpmt.	37	560.2	35	39.8	34	7.1%	26	4.4	35	0.3	32	6.8%	24
Scien Instr & Prod	38	475.9	24	44.6	26	9.4%	32	4.0	28	0.3	31	7.5%	37
Misc. Manu. Eqpmt.	39	50.0	36	3.1	37	6.2%	25	1.1	35	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	3.6	34	0.3	36	8.3%	35
STATE RANK & TOTALS (5)		15064.4	34	1318.1	35	8.7%	44	92.2	38	9.2	39	10.0%	35

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEVADA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Nevada's industries had about $183 million in sales of export-related manufactures in 1984. Some $107 million was in direct export sales, while another $75 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Nevada 49th among all states and the District of Columbia in the value of export-related manufactures sold.

- Six Nevada manufacturing industries had export-related sales of $10 million or more. The scientific instruments & products industry was the leading exporter of manufactures, with $38.7 million in sales to foreign demand.

- Export-related manufactures accounted for 10.3 percent of Nevada's total manufactured goods production, ranking the state 36th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Despite this relatively modest showing, two state industries -- chemicals, and scientific instruments & products -- ranked first among all state industries within their categories in terms of export intensity, selling well over a third of their output as direct and indirect exports.

- Sales of export-related manufactures provided an estimated 2,000 Nevada manufacturing workers with employment in 1984, giving Nevada the 45th largest export-related state work force in the nation. More than half of these jobs were found in the nonelectric machinery and the scientific instruments & products industries.

- About 10.5 percent of Nevada's manufacturing jobs were export-related -- slightly more than one out of every 10 jobs. Four of the state's industries ranked among the top 10 state industries within their categories in terms of the percent of jobs dependent on exports.

- In addition, an estimated 3,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Nevada's output of export-related manufactures.

NEVADA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	285.3	49	8.7	48	3.0%	35	1.2	50	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod	24	30.7	44	1.0	44	3.3%	39	0.5	44	--	--	--	--
Furniture & Fix.	25	14.0	41	0.3	40	2.1%	21	0.2	41	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	183.1	42	5.8	42	3.2%	44	2.9	44	0.1	40	3.4%	23
Chemicals & Prod.	28	59.6	45	26.6	40	44.6%	1	0.3	46	0.2	33	66.7%	1
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	105.8	39	10.1	40	9.5%	37	1.1	40	0.1	40	9.1%	32
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	183.2	40	4.0	43	2.2%	42	1.6	40	--	--	--	--
Primary Metal Ind	33	150.1	40	27.1	40	18.1%	37	1.0	40	0.2	40	20.0%	10
Fab. Metal Prod.	34	158.8	41	17.3	42	10.9%	18	1.8	41	0.1	42	5.6%	44
Non-Elec. Mach.	35	189.5	44	26.8	44	14.1%	42	1.9	44	0.5	41	26.3%	8
Elec., E'tronic Eq	36	158.0	44	7.2	45	4.6%	46	2.0	44	0.1	44	5.0%	44
Transport Eqpmt.	37	29.7	43	1.2	42	4.0%	34	0.8	42	--	--	--	--
Scien Instr & Prod	38	105.7	39	38.7	28	36.6%	1	1.6	38	0.6	25	37.5%	2
Misc. Manu. Eqpmt.	39	86.8	32	5.9	32	6.8%	19	1.6	33	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	0.3	45	--	--	--	--
STATE RANK & TOTALS (5)		1769.4	50	182.5	49	10.3%	36	19.1	47	2.0	45	10.5%	28

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEW HAMPSHIRE ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- New Hampshire's industries had more than $1.1 billion in sales of export-related manufactures in 1984. About $561 million was in direct export sales, while another $568 million was in sales of manufactures to other industries nationwide who incorporated them into their own exports (indirect export sales). This performance ranked New Hampshire 39th among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly 60 percent of the value of New Hampshire's manufactured exports were earned by the state's nonelectric machinery and the electric & electronic equipment industries, which sold over $660 million of direct exports or output that was eventually exported.

- Despite the relatively modest amount of its manufactured exports, New Hampshire exported 12.9 percent of its output, ranking the state 11th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. By comparison, the national average was 11.9 percent.

- Two New Hampshire industries ranked among the top 10 industries of their categories in terms of export intensity, while the largest state exporter, nonelectric machinery, sold more than 20 percent of its output to foreign demand.

- Sales of export-related manufactures provided an estimated 13,500 New Hampshire manufacturing workers with employment in 1984, giving New Hampshire the 34th largest export-related state work force in the nation. More than half of these jobs, 7,600, were located in the nonelectric machinery and the electric & electronic equipment industries.

- About 11.9 percent of New Hampshire's manufacturing jobs were export related -- roughly two out of every 17 jobs. This compared favorably with the national average of 11.4 percent, and ranked the state 17th among all the states and the District of Columbia in terms of the percentage of manufacturing jobs that were export related. Six New Hampshire industries had 10 percent or more of their labor force working on export-related production.

- In addition, an estimated 8,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to New Hampshire's output of export-related manufactures.

NEW HAMPSHIRE EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	632.7	42	9.0	47	1.4%	49	2.5	47	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	249.2	18	34.7	15	13.9%	2	4.2	18	0.5	14	11.9%	1
Apparel & Prod.	23	144.3	34	3.2	35	2.2%	29	5.8	26	--	--	--	--
Lumber, Wood Prod	24	378.4	29	22.8	29	6.0%	22	5.0	28	0.3	28	6.0%	12
Furniture & Fix.	25	120.9	31	1.6	34	1.3%	39	1.7	31	--	--	--	--
Paper & Prod.	26	888.5	30	90.0	31	10.1%	18	6.3	29	0.6	29	9.5%	15
Printing & Pub.	27	477.5	34	15.9	36	3.3%	38	6.5	37	0.2	35	3.1%	33
Chemicals & Prod.	28	99.3	43	23.1	41	23.3%	6	0.7	41	--	--	--	--
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	528.4	29	51.2	31	9.7%	36	8.0	28	0.7	23	8.8%	35
Leather & Prod.	31	238.2	11	11.4	12	4.8%	12	5.8	10	0.1	10	1.7%	10
Stone, Clay, Glass	32	199.7	39	10.8	36	5.4%	25	2.8	36	0.2	29	7.1%	15
Primary Metal Ind	33	242.5	38	47.3	38	19.5%	21	3.5	35	0.6	36	17.1%	37
Fab. Metal Prod.	34	419.3	38	49.8	37	11.9%	14	6.0	36	0.6	35	10.0%	22
Non-Elec. Mach.	35	2107.2	26	438.9	24	20.8%	18	19.6	26	3.9	28	19.9%	19
Elec., E'tronic Eq	36	1265.1	30	224.7	32	17.8%	17	20.1	28	3.7	23	18.4%	20
Transport Eqpmt.	37	137.5	39	5.4	39	3.9%	36	2.2	38	--	--	--	--
Scien Instr & Prod	38	534.2	20	82.9	20	15.5%	16	7.1	19	1.0	20	14.1%	18
Misc. Manu. Eqpmt.	39	85.7	33	3.8	35	4.4%	36	2.7	27	0.1	25	3.7%	21
Admin & Aux Office	--	--	--	--	--	--	--	2.8	37	0.5	32	17.9%	1
STATE RANK & TOTALS (5)		8769.1	39	1128.8	39	12.9%	11	113.5	35	13.5	34	11.9%	17

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEW JERSEY ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- New Jersey's industries had more than $8 billion in sales of export-related manufactures in 1984. More than $4.2 billion was in direct export sales, while another $3.8 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked New Jersey 12th among all states and the District of Columbia in the value of export-related manufactures sold.

- Two New Jersey manufacturing industries -- chemicals, and electric & electronic equipment -- each sold more than $1 billion in exports, accounting for some 40 percent of the state's total manufactured exports in 1984. Thirteen New Jersey industries ranked among the top 10 state industries of their categories in terms of dollar export volumes.

- Export-related manufactures accounted for 10.3 percent of New Jersey's total manufactured goods production, ranking the state 35th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Six New Jersey industries each ranked among the top 10 state industries of their respective categories in terms of export intensity, with the leather products industry ranking first.

- Sales of export-related manufactures provided an estimated 78,600 New Jersey manufacturing workers with employment in 1984, giving New Jersey the ninth largest export-related state work force in the nation. About 15,000 of these jobs were located in the administrative & auxiliary offices of manufacturing industries, the largest state concentration of such export workers in the nation.

- Thirteen other New Jersey manufacturing industries ranked among the top 10 state industries of their categories in terms of the absolute number of export-related jobs. Twelve state industries counted more than 1,000 jobs as export-sustained.

- Some 10.6 percent of New Jersey's manufacturing jobs were export related -- slightly more than one out of every 10 jobs. Eight of the state's industries had ten percent or more of their labor force working on export-related output, with one out of every five jobs in the Primary Metals industry sustained by export demand.

- In addition, an estimated 69,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to New Jersey's output of export-related manufactures.

NEW JERSEY EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	8847.8	11	630.5	5	7.1%	7	41.7	10	2.9	4	7.0%	3
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	1070.6	10	86.2	11	8.1%	9	15.5	10	0.9	11	5.8%	14
Apparel & Prod.	23	2742.9	7	65.1	9	2.4%	25	51.8	9	0.8	8	1.5%	16
Lumber, Wood Prod	24	--	--	--	--	--	--	--	--	--	--	--	--
Furniture & Fix.	25	638.4	16	28.4	9	4.4%	5	10.7	15	0.4	8	3.7%	3
Paper & Prod.	26	2950.5	13	270.0	18	9.2%	21	27.7	8	2.3	9	8.3%	28
Printing & Pub.	27	4141.9	7	228.9	5	5.5%	2	54.6	7	2.3	6	4.2%	8
Chemicals & Prod.	28	16726.8	2	2230.6	3	13.3%	21	84.9	1	9.9	2	11.7%	26
Petrol & Coal Prod	29	6070.0	7	434.6	6	7.2%	9	5.1	7	0.3	7	5.9%	7
Rubber & Plastics	30	2893.3	9	320.7	10	11.1%	22	36.1	6	3.9	8	10.8%	18
Leather & Prod.	31	273.3	9	76.2	2	27.9%	1	3.7	13	0.5	3	13.5%	1
Stone, Clay, Glass	32	2196.5	7	175.8	6	8.0%	14	25.1	6	2.1	6	8.4%	10
Primary Metal Ind	33	2857.1	12	553.8	12	19.4%	23	19.6	11	3.9	11	19.9%	12
Fab. Metal Prod.	34	4571.9	9	454.5	10	9.9%	21	52.5	10	5.6	11	10.7%	19
Non-Elec. Mach.	35	4318.1	16	790.5	17	18.3%	28	51.2	13	8.1	15	15.8%	30
Elec., E'tronic Eq	36	6681.1	10	1021.0	10	15.3%	28	79.8	9	12.6	10	15.8%	29
Transport Eqpmt.	37	6080.8	16	214.1	21	3.5%	37	15.8	25	0.7	26	4.4%	29
Scien Instr & Prod	38	2583.6	6	331.4	7	12.8%	24	24.9	6	3.8	7	15.3%	16
Misc. Manu. Eqpmt.	39	1705.2	4	99.0	7	5.8%	27	21.3	5	1.5	6	7.0%	9
Admin & Aux Office	--	--	--	--	--	--	--	110.7	2	15.0	1	13.6%	8
STATE RANK & TOTALS (5)		77745.1	9	8024.2	12	10.3%	35	738.2	9	78.6	9	10.6%	25

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEW MEXICO ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- New Mexico's industries had about $330 million in sales of export-related manufactures in 1984. Some $107 million was in direct export sales, while another $223 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked New Mexico 45th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than one-fourth of New Mexico's manufactured export dollars were earned by the state's petroleum & coal products industry. Four other industries each sold over $10 million of direct and indirect exports.

- Export-related manufactures accounted for 8.4 percent of New Mexico's total manufactured goods production, ranking the state 46th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. The electric & electronic equipment industry exported nearly a quarter of its output, while three other industries had export-related sales that exceeded ten percent of their output.

- Over half of the 3.1 thousand export-related jobs in New Mexico's manufacturing industries were located in the Electric & Electronic Equipment industry. New Mexico ranked 43rd among all 50 states and the District of Columbia in the number of export-related manufacturing jobs available.

- Some 9.9 percent of New Mexico's manufacturing jobs were export-related, roughly one out of every 10 jobs. Four of the state's industries had 10 percent or more of their labor force working on export-related output, with two out of every five jobs in the electric & electronic equipment industry sustained by export demand.

- In addition, an estimated 6,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to New Mexico's output of export-related manufactures.

NEW MEXICO EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	420.8	47	11.3	45	2.7%	40	3.2	45	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod	24	119.5	40	3.8	37	3.2%	40	2.1	39	0.1	31	4.8%	22
Furniture & Fix.	25	14.6	40	0.2	41	1.4%	37	0.3	40	--	--	--	--
Paper & Prod.	26	14.5	44	1.1	44	7.6%	38	0.2	44	--	--	--	--
Printing & Pub.	27	165.6	43	5.3	44	3.2%	42	3.3	42	0.1	40	3.0%	37
Chemicals & Prod.	28	107.8	42	9.6	45	8.9%	38	0.9	40	0.1	40	11.1%	28
Petrol & Coal Prod	29	1365.6	16	88.2	16	6.5%	15	0.8	23	--	--	--	--
Rubber & Plastics	30	17.4	45	1.5	45	8.6%	44	0.3	44	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	226.1	38	4.5	40	2.0%	45	2.5	37	--	--	--	--
Primary Metal Ind	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	68.8	46	5.6	43	8.1%	38	1.0	43	0.1	42	10.0%	22
Non-Elec. Mach.	35	254.5	43	34.1	43	13.4%	43	3.1	42	0.3	44	9.7%	43
Elec., E'tronic Eq	36	232.3	42	57.0	40	24.5%	6	3.9	40	1.6	35	41.0%	1
Transport Eqpmt.	37	212.6	36	5.3	40	2.5%	42	2.7	36	0.1	35	3.7%	32
Scien Instr & Prod	38	172.5	36	22.6	35	13.1%	22	2.4	35	0.3	31	12.5%	22
Misc. Manu. Eqpmt.	39	23.6	42	3.7	36	15.7%	1	0.2	45	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	0.5	44	--	--	--	--
STATE RANK & TOTALS (5)		3911.8	42	330.0	45	8.4%	46	31.3	43	3.1	43	9.9%	36

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NEW YORK ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- New York's industries had nearly $16 billion in sales of export-related manufactures in 1984. More than $9.8 billion was in direct export sales, while another $6.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked New York fifth among all states and the District of Columbia in the value of export-related manufactures sold.

- Fourteen of New York's major manufacturing industries ranked among the top 10 state industries of their respective categories in terms of total (direct and indirect) export sales volume. Three industries -- printing & publishing, scientific instruments & products, and miscellaneous manufacturing equipment -- ranked first.

- Nearly half of New York's dollar volume of exports was accounted for by the nonelectric machinery and the electric & electronic equipment industries, which sold more than $7.3 billion as direct and indirect exports. Three other New York industries each had over $1 billion in export sales.

- Export-related production accounted for 11.9 percent of New York's total manufactured goods output, ranking the state 22nd among all 50 states and the District of Columbia in this measure of export intensity. Three state industries, including the two largest exporters, nonelectric machines and electric & electronic equipment, exported more than a fifth of their output.

- An estimated 151,300 New York manufacturing jobs were sustained by export-related manufactures, giving New York the second largest export-related work force in the nation. The two largest export industries together had more than 67,000 of these jobs, nearly 45 percent of the state total.

- Approximately 11.2 percent of New York's manufacturing jobs were generated by direct and indirect exports, roughly one in every nine jobs. Nine state industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the electric & electronic equipment and the nonelectric machinery industries sustained by export demand.

- In addition, an estimated 154,600 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to New York's output of export-related manufactures.

NEW YORK EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	12425.3	7	275.0	22	2.2%	46	65.5	5	1.2	14	1.8%	36
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	1868.8	7	99.1	8	5.3%	26	30.1	7	1.3	8	4.3%	17
Apparel & Prod.	23	11257.9	1	288.8	2	2.6%	19	146.8	1	2.4	1	1.6%	15
Lumber, Wood Prod	24	--	--	--	--	--	--	--	--	--	--	--	--
Furniture & Fix.	25	1407.3	6	29.8	8	2.1%	22	24.6	4	0.5	5	2.0%	13
Paper & Prod.	26	4379.0	5	367.9	8	8.4%	29	39.5	2	3.3	2	8.4%	25
Printing & Pub.	27	19145.2	1	900.9	1	4.7%	4	164.4	1	7.2	1	4.4%	5
Chemicals & Prod.	28	9412.9	7	1063.2	12	11.3%	31	46.5	6	5.3	10	11.4%	27
Petrol & Coal Prod	29	534.6	21	22.0	24	4.1%	26	2.2	12	--	--	--	--
Rubber & Plastics	30	2756.0	11	367.9	8	13.3%	7	35.3	7	4.3	6	12.2%	6
Leather & Prod.	31	1085.2	1	58.6	3	5.4%	9	21.0	1	0.5	3	2.4%	8
Stone, Clay, Glass	32	2493.3	5	248.6	4	10.0%	7	24.9	7	2.6	5	10.4%	4
Primary Metal Ind	33	5205.3	7	1097.8	7	21.1%	9	30.7	8	5.8	8	18.9%	20
Fab. Metal Prod.	34	6013.8	7	690.8	7	11.5%	16	74.6	7	8.5	7	11.4%	15
Non-Elec. Mach.	35	13528.7	4	3187.3	2	23.6%	14	129.5	4	28.4	2	21.9%	14
Elec., E'tronic Eq	36	15441.0	2	4178.8	2	27.1%	5	170.5	3	38.8	2	22.8%	7
Transport Eqpmt.	37	6773.4	13	706.9	13	10.4%	17	59.1	10	5.9	11	10.0%	16
Scien Instr & Prod	38	14254.4	1	1962.7	1	13.8%	18	98.7	1	16.2	1	16.4%	14
Misc. Manu. Eqpmt.	39	5025.7	1	400.0	1	8.0%	14	50.0	1	3.1	1	6.2%	13
Admin & Aux Office	--	--	--	--	--	--	--	119.3	1	14.6	2	12.2%	19
STATE RANK & TOTALS (5)		133919.3	4	15992.6	5	11.9%	22	1347.2	2	151.3	2	11.2%	21

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NORTH CAROLINA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- North Carolina's industries had nearly $8.5 billion in sales of export-related manufactures in 1984. More than $4.7 billion was in direct export sales, while another $3.7 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked North Carolina 11th among all states and the District of Columbia in the value of export-related manufactures sold.

- The export efforts of North Carolina's manufacturing sector was broadbased, with no single industry dominating export sales. Five state industries had direct and indirect export sales of $1 to $2 billion apiece, while 11 others each sold over $100 million. Three North Carolina industries -- tobacco products, textile mill products, and furniture & fixtures -- ranked first in their respective categories in terms of dollar export volume, while six other industries were ranked among the top 10.

- Export-related manufactures accounted for 10.8 percent of North Carolina's total manufactured goods production, ranking the state 31st among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Seven North Carolina industries each sold 10 percent or more of their output as exports, with two state industries ranking among the top 10 state industries within their categories in terms of export intensity.

- Approximately 68,900 North Carolina manufacturing workers had their jobs sustained by exports in 1984; slightly less than half of these jobs were found in the textile mill products, nonelectric machinery, and the electric & electronic equipment industries.

- Some 8.3 percent of North Carolina's manufacturing jobs were export-related, roughly one out of every 12 jobs. Six of the state's industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the primary metals industry sustained by export demand.

- In addition, an estimated 52,600 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to North Carolina's output of export-related manufactures.

NORTH CAROLINA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	7116.0	18	223.0	27	3.1%	31	45.6	9	1.1	19	2.4%	30
Tobacco Prod.	21	8554.6	1	1310.9	1	15.3%	5	20.8	1	3.6	1	17.3%	4
Textile Mill Prod.	22	15121.6	1	1174.3	1	7.8%	14	213.6	1	14.2	1	6.6%	11
Apparel & Prod.	23	3323.3	5	109.4	3	3.3%	7	80.4	4	1.6	6	2.0%	9
Lumber, Wood Prod	24	2653.0	5	173.6	5	6.5%	15	35.7	4	2.2	4	6.2%	10
Furniture & Fix.	25	4299.4	1	122.6	1	2.9%	16	83.2	1	2.4	1	2.9%	5
Paper & Prod.	26	2914.8	14	342.0	9	11.7%	13	19.7	12	2.1	10	10.7%	11
Printing & Pub.	27	1267.7	24	44.0	25	3.5%	31	21.6	20	0.7	20	3.2%	27
Chemicals & Prod.	28	6940.9	10	1197.3	8	17.2%	15	33.9	9	5.7	9	16.8%	12
Petrol & Coal Prod	29	184.7	30	3.7	30	2.0%	33	0.5	27	--	--	--	--
Rubber & Plastics	30	3094.3	7	369.9	7	12.0%	15	29.5	11	3.0	10	10.2%	23
Leather & Prod.	31	209.8	12	5.2	14	2.5%	20	3.5	14	--	--	--	--
Stone, Clay, Glass	32	1516.3	13	129.7	11	8.6%	13	17.9	10	1.3	10	7.3%	14
Primary Metal Ind	33	1375.0	23	285.5	25	20.8%	12	9.3	21	2.0	22	21.5%	7
Fab. Metal Prod.	34	2651.2	16	208.9	17	7.9%	42	28.0	17	2.3	18	8.2%	38
Non-Elec. Mach.	35	6026.0	13	1115.3	12	18.5%	27	48.6	14	8.4	14	17.3%	26
Elec., E'tronic Eq	36	7425.0	9	1344.6	7	18.1%	14	59.6	11	9.7	12	16.3%	25
Transport Eqpmt.	37	2387.3	23	180.3	22	7.6%	24	19.3	21	1.3	22	6.7%	25
Scien Instr & Prod	38	1255.5	12	105.3	18	8.4%	37	10.3	17	1.0	20	9.7%	30
Misc. Manu. Eqpmt.	39	444.3	17	30.5	17	6.9%	17	7.5	14	0.4	13	5.3%	15
Admin & Aux Office	--	--	--	--	--	--	--	39.7	12	5.1	12	12.8%	14
STATE RANK & TOTALS (5)		78761.0	8	8476.9	11	10.8%	31	828.2	8	68.9	11	8.3%	43

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

NORTH DAKOTA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- North Dakota's industries had $290 million in sales of export-related manufactures in 1984. Almost $175 million was in direct export sales, while another $115 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked North Dakota 47th among all states and the District of Columbia in the value of export-related manufactures sold.

- Much of North Dakota's individual industry data had to be suppressed, due to confidentiality requirements. Hovever, available data indicate that more than half of the state's direct and indirect exports were registered by the food products and the nonelectric machinery industries.

- Despite the relatively modest size of North Dakota's manufacturing sector, the state ranked 27th among all states and the District of Columbia in the percentage of output -- 11.2 percent -- that it sold to foreign demand. The state's largest export industry, nonelectric machinery, exported nearly one-third of its output, ranking it fourth in export intensity among state industries of this category.

- Sales of export-related manufactures provided an estimated 1,600 North Dakota manufacturing workers with employment in 1984, giving North Dakota the 47th largest export-related state work force in the nation. More than half of these jobs were located in the nonelectric machinery industry.

- About 11.4 percent of North Dakota's manufacturing jobs were export-related, roughly one out of every nine jobs. Roughly three out of every 10 jobs in the nonelectric machinery industry was sustained by export demand.

- In addition, an estimated 6,600 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to North Dakota's output of export-related manufactures.

NORTH DAKOTA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	889.0	40	47.8	38	5.4%	14	3.9	42	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	--	--	--	--	--	--	--	--	--	--	--	--
Lumber, Wood Prod	24	16.9	45	1.5	43	8.9%	7	0.3	45	--	--	--	--
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	91.6	48	2.8	48	3.1%	47	2.4	45	0.1	40	4.2%	9
Chemicals & Prod.	28	--	--	--	--	--	--	--	--	--	--	--	--
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	52.2	43	5.1	43	9.8%	34	0.5	43	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	41.1	50	0.5	50	1.2%	49	0.4	49	--	--	--	--
Primary Metal Ind	33	--	--	--	--	--	--	--	--	--	--	--	--
Fab. Metal Prod.	34	50.7	48	3.6	47	7.1%	44	0.5	49	--	--	--	--
Non-Elec. Mach.	35	355.7	41	113.9	37	32.0%	4	3.1	42	0.9	39	29.0%	3
Elec., E'tronic Eq	36	--	--	--	--	--	--	--	--	--	--	--	--
Transport Eqpmt.	37	--	--	--	--	--	--	--	--	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqpmt.	39	20.8	43	1.7	40	8.2%	13	0.4	42	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	--	--	--	--	--	--
STATE RANK & TOTALS (5)		2590.6	47	290.0	47	11.2%	27	14.0	49	1.6	47	11.4%	19

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

OHIO ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Ohio's industries had nearly $17.4 billion in sales of export-related manufactures in 1984. More than $9.0 billion was in direct export sales, while another $8.4 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Ohio third among all states and the District of Columbia in the value of export-related manufactures sold.

- Six Ohio manufacturing industries each sold in excess of $1 billion of their products as direct and indirect exports. Eleven industries ranked among the top 10 state industries of their categories in terms of their dollar volume of exports, with four industries -- rubber & plastics, stone, clay & glass products, primary metals, and fabricated metal products -- ranking first nationwide.

- Some 12.3 percent of Ohio's manufactured output was sold to foreign demand, ranking the state 37th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Ten Ohio industries each sold 10 percent or more of their output as exports, with five state industries ranking among the top 10 state industries within their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 144,400 thousand Ohio manufacturing workers with employment in 1984, giving Ohio the third largest export-related state work force in the nation. Five Ohio industries counted more than 10 thousand export-related jobs apiece, including nearly 27,000 in the nonelectric machinery industry alone.

- Some 12.8 percent of Ohio's manufacturing jobs were export-related, roughly one out of every eight jobs. By comparison, the national average is 11.4 percent, or one in every nine jobs. Ohio ranks 11th among all 50 states and the District of Columbia in the percentage of people working on export-related output, with 10 state industries employing more than 10 percent of their labor forces meeting export-related demand.

- In addition, an estimated 97,900 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Ohio's output of export-related manufactures.

OHIO EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	12411.8	8	324.3	18	2.6%	41	55.2	6	1.0	22	1.8%	37
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	429.2	14	86.5	10	20.2%	1	5.6	16	0.6	12	10.7%	2
Apparel & Prod.	23	1151.7	15	52.3	11	4.5%	6	15.3	18	0.8	8	5.1%	2
Lumber, Wood Prod	24	1051.0	19	77.8	17	7.4%	12	13.5	17	0.6	18	4.4%	24
Furniture & Fix.	25	1159.6	10	25.7	11	2.2%	19	15.2	11	0.2	14	1.3%	18
Paper & Prod.	26	3950.7	8	324.3	13	8.2%	33	31.0	6	2.5	7	8.1%	29
Printing & Pub.	27	4615.8	6	215.4	6	4.7%	5	64.8	6	3.0	5	4.6%	4
Chemicals & Prod.	28	11082.1	5	1742.9	4	15.7%	18	41.6	7	7.4	4	17.8%	9
Petrol & Coal Prod	29	7140.4	6	430.3	7	6.0%	21	5.5	6	0.2	8	3.6%	13
Rubber & Plastics	30	7076.7	1	890.5	1	12.6%	11	72.9	1	8.7	1	11.9%	7
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	3982.9	3	484.8	1	12.2%	2	44.1	2	5.1	1	11.6%	3
Primary Metal Ind	33	14713.0	1	2680.9	1	18.2%	34	93.8	2	17.2	2	18.3%	28
Fab. Metal Prod.	34	16251.4	1	2270.4	1	14.0%	5	142.7	2	19.0	1	13.3%	7
Non-Elec. Mach.	35	13693.0	3	2682.5	6	19.6%	22	147.7	3	26.8	4	18.1%	24
Elec., E'tronic Eq	36	9917.9	4	1339.5	8	13.5%	37	88.5	7	13.9	7	15.7%	30
Transport Eqpmt.	37	29944.4	3	3447.6	4	11.5%	15	144.5	3	18.7	3	12.9%	9
Scien Instr & Prod	38	1639.6	10	267.2	13	16.3%	13	22.5	7	3.7	8	16.4%	13
Misc. Manu. Eqpmt.	39	1173.3	8	34.0	15	2.9%	44	13.4	9	0.4	13	3.0%	27
Admin & Aux Office	--	--	--	--	--	--	--	106.2	3	13.6	3	12.8%	15
STATE RANK & TOTALS (5)		141552.5	3	17381.1	3	12.3%	18	1127.6	3	144.4	3	12.8%	11

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

OKLAHOMA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Oklahoma's industries had nearly $2.3 billion in sales of export-related manufactures in 1984. Almost $1.2 billion was in direct export sales, while another $1.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Oklahoma 32nd among all states and the District of Columbia in the value of export-related manufactures sold.

- More than one-third of Oklahoma's manufactured export earnings came from the nonelectric machinery industry, which sold more than $750 million in exports. Six other Oklahoma industries registered over $100 million in export sales.

- Export-related manufactures accounted for 9.3 percent of Oklahoma's total manufactured goods production, ranking the state 42nd among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. The largest exporting industry, nonelectric machinery, sold more than a quarter of its output to export-related demand, making it the ninth most export-intensive state industry within its category.

- Sales of export-related manufactures provided an estimated 19,200 Oklahoma manufacturing workers with employment in 1984, giving Oklahoma the 29th largest export-related state work force in the nation. Five state industries counted over 1,000 export-related jobs apiece, with 40 percent of the state's export employment found in the nonelectric machinery industry.

- Some 11.0 percent of Oklahoma's manufacturing jobs were export-related, roughly one out of every nine jobs. Nearly 30 percent of the work force in the nonelectric machinery industry owed their jobs to the output of products that eventually were exported.

- In addition, an estimated 25,000 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Oklahoma's output of export-related manufactures.

OKLAHOMA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	2285.7	32	120.7	30	5.3%	16	12.6	33	0.4	31	3.2%	22
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	357.6	24	11.0	22	3.1%	8	7.8	25	0.2	18	2.6%	6
Lumber, Wood Prod	24	331.4	30	16.7	32	5.0%	27	3.3	34	0.1	31	3.0%	32
Furniture & Fix.	25	92.7	34	1.2	36	1.3%	40	1.7	31	--	--	--	--
Paper & Prod.	26	693.2	31	88.2	32	12.7%	11	3.1	33	0.2	35	6.5%	41
Printing & Pub.	27	660.1	31	27.5	28	4.2%	11	10.7	28	0.3	29	2.8%	44
Chemicals & Prod.	28	1207.3	31	91.8	31	7.6%	40	3.2	34	0.2	33	6.3%	39
Petrol & Coal Prod	29	4886.9	9	353.8	9	7.2%	8	3.5	9	0.4	5	11.4%	1
Rubber & Plastics	30	1503.7	18	134.6	21	9.0%	42	11.1	22	1.1	23	9.9%	27
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	1062.9	16	56.6	20	5.3%	26	10.9	15	0.5	19	4.6%	28
Primary Metal Ind	33	456.5	36	90.9	36	19.9%	17	4.6	32	0.8	31	17.4%	35
Fab. Metal Prod.	34	1505.0	22	143.7	23	9.5%	26	15.8	24	1.5	23	9.5%	24
Non-Elec. Mach.	35	2881.3	20	787.6	18	27.3%	9	26.5	22	7.6	16	28.7%	5
Elec., E'tronic Eq	36	1849.9	26	150.3	35	8.1%	45	13.7	30	1.4	37	10.2%	43
Transport Eqpmt.	37	3916.7	19	157.8	24	4.0%	35	17.8	23	1.5	20	8.4%	21
Scien Instr & Prod	38	552.3	19	44.2	27	8.0%	38	3.4	30	0.6	25	17.6%	10
Misc. Manu. Eqpmt.	39	136.7	30	7.1	29	5.2%	31	2.4	28	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	20.8	17	1.6	21	7.7%	36
STATE RANK & TOTALS (5)		24502.2	27	2288.4	32	9.3%	42	173.8	32	19.2	29	11.0%	22

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

OREGON ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Oregon's industries had more than $2.7 billion in sales of export-related manufactures in 1984. More than $1.6 billion was in direct export sales, while another $1.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Oregon 27th among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly half the dollar volume of Oregon's manufactured exports was accounted for by the state's lumber & wood products and the nonelectric machinery industries, with about $1.3 billion in direct as well as indirect export sales. Four other Oregon industries sold more than $100 million apiece in manufactured exports.

- Although 26 states sold more dollars of exports than Oregon did, only nine states had a greater percentage of their output exported. Oregon ranked 10th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Two Oregon industries -- nonelectric machinery and scientific instruments & products -- each exported roughly a third of their output, while two other state industries had export intensities that exceeded 20 percent.

- Export-related manufactures provided an estimated 24,900 Oregon manufacturing workers with employment in 1984, giving Oregon the 26th largest export-related state work force in the nation. More than 60 percent of these jobs, 15,400, were located in three industries -- wood & lumber products, nonelectric machinery, and scientific instruments & products.

- Some 13 percent of Oregon's manufacturing jobs were export-related, roughly two out of every 15 jobs. This percentage is much higher than the national average of 11.4 percent (about one out of every nine jobs), and ranks Oregon 10th among all the states and the District of Columbia in the percent of its manufacturing labor force that is sustained by export demand. Three state industries, including the large scientific instruments & products industry, counted over a fourth of their jobs as export related.

- In addition, an estimated 26,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Oregon's output of export-related manufactures.

OREGON EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	2930.2	29	88.7	32	3.0%	36	23.2	26	0.8	26	3.4%	18
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	134.3	35	2.8	37	2.1%	31	3.0	36	--	--	--	--
Lumber, Wood Prod	24	7118.8	1	797.4	2	11.2%	5	60.1	1	6.1	1	10.1%	4
Furniture & Fix.	25	95.9	33	1.8	33	1.9%	27	1.6	34	--	--	--	--
Paper & Prod.	26	2038.8	22	228.2	22	11.2%	15	8.2	26	0.8	25	9.8%	14
Printing & Pub.	27	781.8	27	31.3	27	4.0%	17	10.8	27	0.4	26	3.7%	16
Chemicals & Prod.	28	470.9	36	41.7	36	8.9%	39	2.3	38	0.2	33	8.7%	34
Petrol & Coal Prod	29	226.8	28	7.7	29	3.4%	29	0.5	27	--	--	--	--
Rubber & Plastics	30	292.6	37	28.4	37	9.7%	35	3.4	35	0.3	34	8.8%	33
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	285.0	35	15.9	34	5.6%	24	3.1	35	0.2	29	6.5%	16
Primary Metal Ind	33	1123.2	27	289.6	24	25.8%	4	9.3	21	2.4	20	25.8%	2
Fab. Metal Prod.	34	881.3	32	85.5	33	9.7%	24	9.8	32	0.9	30	9.2%	30
Non-Elec. Mach.	35	1378.5	30	491.9	23	35.7%	2	14.0	30	4.3	25	30.7%	1
Elec., E'tronic Eq	36	937.5	34	204.0	33	21.8%	9	10.5	33	2.2	34	21.0%	10
Transport Eqpmt.	37	1030.8	30	57.9	31	5.6%	31	7.5	31	0.3	32	4.0%	30
Scien Instr & Prod	38	1025.9	14	324.3	8	31.6%	3	14.1	13	5.0	4	35.5%	3
Misc. Manu. Eqpmt.	39	151.2	29	6.9	30	4.6%	35	2.1	31	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	6.6	27	0.6	29	9.1%	32
STATE RANK & TOTALS (5)		20973.0	32	2709.3	27	12.9%	10	191.0	29	24.9	26	13.0%	10

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

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1984

PENNSYLVANIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Pennsylvania's industries had more than $12.8 billion in sales of export-related manufactures in 1984. Some $5.9 billion was in direct export sales, while another $6.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Pennsylvania seventh among all states and the District of Columbia in the value of export-related manufactures sold.

- Four Pennsylvania manufacturing industries each had over $1 billion in export sales, with the state's primary metals industry registering over $250 million of direct and indirect exports. Eighteen of the 20 major manufacturing industries with operations in Pennsylvania were ranked among the top 10 industries of their respective categories in terms of the dollar volume of their exports.

- Export-related manufactures accounted for 11.4 percent of Pennsylvania's total manufactured goods production, ranking the state 26th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Nine Pennsylvania industries each sold 10 percent or more of their output as exports, with eight state industries being ranked among the top 10 state industries within their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 127,100 thousand Pennsylvania manufacturing workers with employment in 1984, giving Pennsylvania the fourth largest export-related state work force in the nation. Five state industries each counted for more than 10,000 export-related jobs, while 18 of the 20 major industries operating in Pennsylvania ranked among the top 10 state industries of their categories with respect to the number of export-related jobs they provided.

- Approximately 11.3 percent of Pennsylvania's manufacturing jobs were export related, roughly one out of every nine jobs. Nine of the state's industries had 10 percent or more of their labor force working on export-related output.

- In addition, an estimated 90,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Pennsylvania's output of export-related manufactures.

PENNSYLVANIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	14420.2	4	344.9	17	2.4%	42	83.7	4	1.5	10	1.8%	38
Tobacco Prod.	21	141.9	5	26.6	5	18.7%	4	1.8	5	0.2	5	11.1%	5
Textile Mill Prod.	22	2407.8	6	144.3	6	6.0%	20	37.5	5	2.4	5	6.4%	12
Apparel & Prod.	23	3656.3	4	84.3	7	2.3%	26	107.3	2	1.8	5	1.7%	13
Lumber, Wood Prod	24	1544.8	13	115.5	8	7.5%	10	22.9	8	1.5	8	6.6%	9
Furniture & Fix.	25	1298.9	7	39.3	5	3.0%	13	18.0	9	0.4	8	2.2%	11
Paper & Prod.	26	5858.8	3	482.3	6	8.2%	31	38.2	3	3.3	2	8.6%	22
Printing & Pub.	27	5463.6	4	258.7	4	4.7%	3	72.6	4	3.7	4	5.1%	1
Chemicals & Prod.	28	8382.8	8	921.8	15	11.0%	33	39.7	8	5.2	11	13.1%	19
Petrol & Coal Prod	29	9748.4	4	821.3	4	8.4%	4	8.6	4	0.8	4	9.3%	2
Rubber & Plastics	30	3155.1	6	341.7	9	10.8%	23	33.0	8	3.5	9	10.6%	19
Leather & Prod.	31	661.3	6	36.3	6	5.5%	8	12.7	5	0.4	5	3.1%	6
Stone, Clay, Glass	32	3950.7	4	359.5	2	9.1%	10	41.5	3	3.9	2	9.4%	7
Primary Metal Ind	33	14182.1	2	2609.4	2	18.4%	32	103.3	1	19.1	1	18.5%	26
Fab. Metal Prod.	34	7968.4	5	976.6	5	12.3%	10	96.8	5	11.4	5	11.8%	11
Non-Elec. Mach.	35	8490.0	10	1641.5	10	19.3%	24	101.2	7	18.8	7	18.6%	21
Elec., E'tronic Eq	36	8833.9	6	1667.0	4	18.9%	12	98.8	6	18.9	6	19.1%	16
Transport Eqpmt.	37	7558.9	11	1389.8	9	18.4%	3	60.4	9	10.8	8	17.9%	5
Scien Instr & Prod	38	2979.3	4	439.4	4	14.7%	17	36.9	4	4.8	5	13.0%	20
Misc. Manu. Eqpmt.	39	1697.6	5	125.6	6	7.4%	15	18.6	7	1.2	7	6.5%	12
Admin & Aux Office	--	--	--	--	--	--	--	92.8	5	13.0	5	14.0%	6
STATE RANK & TOTALS (5)		112400.9	7	12826.8	7	11.4%	26	1126.4	4	127.1	4	11.3%	20

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
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1984

RHODE ISLAND ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Rhode Island's industries had some $946 million in sales of export-related manufactures in 1984. About $481 million was in direct export sales, while another $465 million was in sales of manufactures to other industries nationwide, who inccrporated them into their own exports (indirect export sales). This performance ranked Rhode Island 40th among all states and the District of Columbia in the value of export-related manufactures sold.

- The export efforts of Rhode Island's manufacturing sector was broad-based, with no single industry dominating the state's export sales. Four state industries each sold over $100 million of direct and indirect exports, with Rhode Island's miscellaneous manufacturing equipment industry ranked fourth nationwide in the dollar volume of exports.

- Export-related manufactures accounted for 11.1 percent of Rhode Island's total manufactured goods production, ranking the state 28th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Two Rhode Island industries had more than 20 percent of their output sold as exports, with six state industries ranking among the 10 ten state industries within their categories in terms of export intensity.

- An estimated 12,000 Rhode Island manufacturing workers owed their jobs to the export-related sales of manufactures in 1984, giving Rhode Island the 35th largest export-related state work force in the nation. Six state industries each counted 1,000 or more export-related jobs.

- About 10.5 percent of Rhode Island's manufacturing jobs were export related, slightly more than one out of every 10 jobs. Six of the state's industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the nonelectric machinery industry sustained by export demand.

- In addition, an estimated 7,100 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Rhode Island's output of export-related manufactures.

RHODE ISLAND EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	402.6	48	17.4	43	4.3%	20	2.8	46	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	656.6	11	84.6	12	12.9%	3	10.9	11	1.0	9	9.2%	3
Apparel & Prod.	23	147.2	33	6.8	28	4.6%	5	2.4	38	--	--	--	--
Lumber, Wood Prod	24	76.6	42	2.8	40	3.7%	34	1.2	42	--	--	--	--
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	156.2	39	21.8	38	14.0%	9	2.2	36	0.2	35	9.1%	17
Printing & Pub.	27	393.4	37	14.2	38	3.6%	28	6.5	37	0.2	35	3.1%	33
Chemicals & Prod.	28	413.7	37	54.0	34	13.1%	22	2.5	36	0.3	32	12.0%	24
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	437.6	30	56.1	29	12.8%	10	5.5	30	0.6	30	10.9%	16
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	229.6	37	23.2	32	10.1%	5	2.3	38	0.2	29	8.7%	9
Primary Metal Ind	33	673.6	31	135.8	31	20.2%	14	6.7	27	1.3	28	19.4%	16
Fab. Metal Prod.	34	1128.0	28	109.8	30	9.7%	23	17.2	22	1.8	22	10.5%	21
Non-Elec. Mach.	35	463.2	37	96.8	38	20.9%	16	6.5	36	1.3	36	20.0%	17
Elec., E'tronic Eq	36	732.0	35	110.8	37	15.1%	30	10.4	34	1.6	35	15.4%	32
Transport Eqpmt.	37	194.5	37	8.3	37	4.3%	33	2.1	39	--	--	--	--
Scien Instr & Prod	38	459.4	25	35.4	29	7.7%	39	5.8	24	0.5	27	8.6%	32
Misc. Manu. Eqpmt.	39	1697.4	6	156.5	4	9.2%	7	24.4	3	1.8	4	7.4%	6
Admin & Aux Office	--	--	--	--	--	--	--	1.5	40	0.2	37	13.3%	9
STATE RANK & TOTALS (5)		8497.5	40	946.4	40	11.1%	28	113.8	34	12.0	35	10.5%	27

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

SOUTH CAROLINA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- South Carolina's industries had nearly $4 billion in sales of export-related manufactures in 1984. About $1.9 billion was in direct export sales, while another $2.1 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked South Carolina 24th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than two-thirds of South Carolina's export sales of manufactures was accounted for by four state industries, with the chemicals industry alone registering nearly $1.2 billion of direct and indirect exports. Nine industries each sold over $100 million in exports.

- Export-related manufactures accounted for 11.7 percent of South Carolina's total manufactured goods production, ranking the state 37th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Four South Carolina industries each ranked among the top 10 state industries within their categories in terms of export intensity. The large state Chemicals industry was ranked 11th, selling nearly one-fifth of its output as direct and indirect exports.

- Sales of export-related manufactures provided an estimated 34,200 South Carolina manufacturing workers with employment in 1984, giving South Carolina the 21st largest export-related state work force in the nation. The textile mill products industry, which had the second-largest state export-related work force nationwide, accounted for about one-fourth of the state's export jobs. Eight other state industries each had more than 1,000 employees working on export-related demand.

- About 9.4 percent of South Carolina's manufacturing jobs were export related, which is slightly more than one out of every 10 jobs. Six of the state's industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the electric & electronic equipment industry sustained by export demand.

- In addition, an estimated 21,500 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to South Carolina's output of export-related manufactures.

SOUTH CAROLINA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	2180.2	33	51.4	35	2.4%	43	13.2	32	0.2	36	1.5%	41
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	8034.6	3	700.4	2	8.7%	7	105.4	2	8.2	2	7.8%	6
Apparel & Prod.	23	1526.0	12	40.4	12	2.6%	16	44.5	10	0.5	13	1.1%	21
Lumber, Wood Prod	24	1378.2	15	101.5	12	7.4%	13	15.2	16	1.1	11	7.2%	7
Furniture & Fix.	25	255.3	22	7.3	21	2.9%	15	4.5	20	--	--	--	--
Paper & Prod.	26	2353.5	19	329.7	12	14.0%	8	12.6	19	1.6	16	12.7%	7
Printing & Pub.	27	508.1	33	19.4	33	3.8%	22	8.3	34	0.3	29	3.6%	17
Chemicals & Prod.	28	6032.3	12	1173.7	9	19.5%	11	33.4	10	5.2	11	15.6%	16
Petrol & Coal Prod	29	134.8	31	2.8	32	2.1%	32	0.5	27	--	--	--	--
Rubber & Plastics	30	2006.9	14	279.2	12	13.9%	6	17.7	14	2.3	12	13.0%	4
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	1026.9	17	59.3	19	5.8%	21	10.4	17	0.5	19	4.8%	25
Primary Metal Ind	33	1167.4	26	211.1	28	18.1%	36	6.2	29	1.1	29	17.7%	32
Fab. Metal Prod.	34	1383.3	24	111.7	28	8.1%	40	13.7	27	1.1	28	8.0%	39
Non-Elec. Mach.	35	2715.3	21	429.5	26	15.8%	35	29.2	20	4.4	22	15.1%	33
Elec., E'tronic Eq	36	1818.2	27	367.7	22	20.2%	10	23.0	24	4.9	19	21.3%	9
Transport Eqpmt.	37	723.4	34	35.4	35	4.9%	32	5.4	34	0.2	34	3.7%	32
Scien Instr & Prod	38	458.9	26	24.4	34	5.3%	41	5.9	23	0.3	31	5.1%	39
Misc. Manu. Eqpmt.	39	225.8	23	12.1	25	5.4%	29	3.3	24	0.2	19	6.1%	14
Admin & Aux Office	--	--	--	--	--	--	--	12.1	26	0.9	26	7.4%	38
STATE RANK & TOTALS (5)		33958.2	24	3981.8	24	11.7%	24	365.1	20	34.2	21	9.4%	38

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

SOUTH DAKOTA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- South Dakota's industries had nearly $245 million in sales of export-related manufactures in 1984. Almost $159 million was in direct export sales, while another $86 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked South Dakota 48th among all states and the District of Columbia in the value of export-related manufactures sold.

- Three South Dakota manufacturing industries -- food products, nonelectric machinery, and electric & electronic equipment -- dominated the state's export sales of manufactures, accounting for more than two-thirds of the total dollar volume of exports. Food products and nonelectric machinery each registered roughly a quarter of the state's export sales.

- About 7 percent of South Dakota's total manufactured goods production was exported in 1984, ranking the state 49th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Three South Dakota industries each sold 10 percent or more of their output as exports.

- Sales of export-related manufactures provided an estimated 1,800 South Dakota manufacturing workers with employment in 1984, giving South Dakota the 46th largest export-related state work force in the nation. The nonelectric machinery and the electric & electronic equipment industries provided the bulk of this employment, roughly 500 jobs apiece.

- Some 6.7 percent of South Dakota's manufacturing jobs were export related, roughly one out of every 15 jobs. Much of the state's export-related employment data was suppressed, although two industries -- primary metals and electric & electronic equipment -- had large percentages of their work forces dependent on export demand.

- In addition, an estimated 4,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to South Dakota's output of export-related manufactures.

SOUTH DAKOTA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1846.2	34	64.2	34	3.5%	26	6.9	39	0.2	36	2.9%	24
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	50.4	42	1.3	40	2.6%	18	1.3	42	--	--	--	--
Lumber, Wood Prod	24	100.8	41	3.4	38	3.4%	37	1.7	40	--	--	--	--
Furniture & Fix.	25	--	--	--	--	--	--	--	--	--	--	--	--
Paper & Prod.	26	--	--	--	--	--	--	--	--	--	--	--	--
Printing & Pub.	27	119.5	46	3.7	46	3.1%	45	2.3	47	0.1	40	4.3%	7
Chemicals & Prod.	28	25.8	48	1.5	48	5.8%	47	0.2	47	--	--	--	--
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	27.0	44	2.5	44	9.3%	40	0.3	44	--	--	--	--
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	109.4	41	4.3	41	3.9%	36	1.2	42	--	--	--	--
Primary Metal Ind	33	33.8	42	6.1	42	18.0%	37	0.4	42	0.1	41	25.0%	5
Fab. Metal Prod.	34	71.8	45	4.4	46	6.1%	48	0.7	45	--	--	--	--
Non-Elec. Mach.	35	356.7	40	60.3	41	16.9%	32	5.2	39	0.5	42	9.6%	44
Elec., E'tronic Eq	36	295.2	41	45.1	42	15.3%	28	2.7	42	0.5	41	18.5%	19
Transport Eqpmt.	37	33.9	42	1.1	43	3.2%	39	0.5	43	--	--	--	--
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqpmt.	39	77.4	34	5.4	33	7.0%	16	1.0	36	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	0.2	46	--	--	--	--
STATE RANK & TOTALS (5)		3511.8	45	244.5	48	7.0%	49	26.9	44	1.8	46	6.7%	47

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

TENNESSEE ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Tennessee's industries had more than $5 billion in sales of export-related manufactures in 1984. About $2.7 billion was in direct export sales, while another $2.3 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Tennessee 20th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than one-fourth of the dollar volume of Tennessee's manufactured exports were export-related sales of the state's large chemicals industry, the seventh largest state chemicals exporter in the nation. Nine other industries each registered more than $100 million in export sales.

- Export-related manufactures accounted for 10.1 percent of Tennessee's total manufactured goods production, ranking the state 38th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Nearly 30 percent of Tennessee's tobacco products were exported, and four other state industries each sold more than 10 percent of their output to export-related demand.

- Tennessee's export-related output of manufactures sustained 41,700 of the state's manufacturing workers in 1984, giving Tennessee the 19th largest export-related state work force in the nation. Over a third of these jobs were located in the chemicals and the fabricated metal products industries. Eight other Tennessee industries each counted for 1,000 or more export-related jobs in their work forces.

- Some 8.7 percent of Tennessee's manufacturing jobs were export-related, which is roughly one out of every 15 jobs. Two of the state's industries -- tobacco products, and fabricated metal products -- ranked first and second nationally among state industries of their categories in the percentage of jobs sustained by export-related demand, while four other industries had more than 10 percent of their labor forces working on output that eventually was exported.

- In addition, an estimated 38,000 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Tennessee's output of export-related manufactures.

TENNESSEE EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	7462.6	17	355.1	16	4.8%	19	35.5	17	0.7	28	2.0%	34
Tobacco Prod.	21	447.9	4	131.4	4	29.3%	2	1.4	6	0.8	4	57.1%	1
Textile Mill Prod.	22	1597.7	8	87.4	9	5.5%	24	23.2	8	1.0	9	4.3%	18
Apparel & Prod.	23	2376.3	8	55.0	10	2.3%	26	62.8	6	0.7	12	1.1%	22
Lumber, Wood Prod	24	967.4	21	54.4	22	5.6%	26	15.6	15	0.9	14	5.8%	14
Furniture & Fix.	25	1267.4	8	39.3	5	3.1%	12	22.1	7	0.5	5	2.3%	10
Paper & Prod.	26	2560.9	16	231.0	21	9.0%	23	16.8	15	1.4	19	8.3%	26
Printing & Pub.	27	2003.7	15	68.4	18	3.4%	34	31.2	14	0.9	15	2.9%	42
Chemicals & Prod.	28	7016.8	9	1259.2	7	17.9%	13	47.1	5	7.9	3	16.8%	13
Petrol & Coal Prod	29	951.8	20	55.6	20	5.8%	22	1.2	18	--	--	--	--
Rubber & Plastics	30	2434.4	12	229.9	14	9.4%	38	20.3	12	1.9	13	9.4%	31
Leather & Prod.	31	700.7	5	16.6	9	2.4%	22	12.1	6	0.2	8	1.7%	12
Stone, Clay, Glass	32	1376.6	14	123.4	12	9.0%	11	13.7	13	1.1	11	8.0%	12
Primary Metal Ind	33	2334.0	13	450.7	13	19.3%	24	14.1	17	2.8	16	19.9%	13
Fab. Metal Prod.	34	2613.5	17	443.3	11	17.0%	3	32.6	15	7.0	9	21.5%	2
Non-Elec. Mach.	35	3925.1	17	586.9	20	15.0%	37	36.4	17	4.9	19	13.5%	40
Elec., E'tronic Eq	36	4663.0	13	435.5	20	9.3%	43	36.3	18	4.1	22	11.3%	41
Transport Eqpmt.	37	3515.0	21	301.5	20	8.6%	20	26.6	18	2.0	19	7.5%	23
Scien Instr & Prod	38	485.8	22	45.6	25	9.4%	31	4.9	26	0.4	28	8.2%	34
Misc. Manu. Eqpmt.	39	765.7	11	37.1	14	4.8%	33	10.5	11	0.5	11	4.8%	18
Admin & Aux Office	--	--	--	--	--	--	--	12.6	24	1.3	24	10.3%	28
STATE RANK & TOTALS (5)		49466.5	16	5008.0	20	10.1%	38	477.0	14	41.7	19	8.7%	42

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

TEXAS ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Texas' industries had nearly $5.4 billion in sales of export-related manufactures in 1984. Almost $3.4 billion was in direct export sales, while another $2 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Texas second only to California among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly two-thirds of the export dollars earned by Texas manufactures came from the chemical products, petroleum & coal products, and the nonelectric machinery industries. Four other state industries had export sales of more than $1 billion apiece.

- Fifteen Texas industries ranked among the top 10 industries of their categories in terms of the dollar volume of direct and indirect exports sold, with the chemicals and the petroleum & coal products industries ranked first in the nation.

- Export-related manufactures accounted for 12.6 percent of Texas' total manufactured goods production, ranking the state 15th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Three Texas manufacturing industries, including the large chemicals sector, sold more than 20 percent of their output to export related demand.

- Approximately 116,700 Texas manufacturing workers owed their jobs to manufactured exports in 1984, giving Texas the sixth largest export-related state work force in the nation. Roughly 40 percent of these jobs, some 46,000, were located in the nonelectric machinery and the electric & electronic equipment industries.

- About 12 percent of Texas' manufacturing jobs were export related, which is slightly more than one out of every eight jobs. This compares favorably with the national average of 11.4 percent, which is roughly out of every nine jobs. Three of the state's industries had 20 percent or more of their labor force working on export-related output, with four others having more than 10 percent of their jobs export sustained.

- In addition, an estimated 140,900 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Texas' output of export-related manufactures.

TEXAS EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	18860.1	3	1161.9	2	6.2%	10	83.9	3	3.3	3	3.9%	14
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	2998.9	6	77.0	8	2.6%	19	58.0	7	1.0	7	1.7%	12
Lumber, Wood Prod	24	3081.6	4	111.1	10	3.6%	36	38.6	3	1.0	13	2.6%	35
Furniture & Fix.	25	941.4	12	17.0	17	1.8%	32	17.0	10	0.2	14	1.2%	20
Paper & Prod.	26	3044.2	12	312.2	14	10.3%	17	21.5	10	1.9	14	8.8%	19
Printing & Pub.	27	4629.5	5	173.2	7	3.7%	23	65.1	5	2.3	6	3.5%	20
Chemicals & Prod.	28	29139.7	1	6783.1	1	23.3%	5	69.5	2	14.3	1	20.6%	6
Petrol & Coal Prod	29	57922.6	1	4319.1	1	7.5%	6	35.0	1	2.7	1	7.7%	5
Rubber & Plastics	30	2966.0	8	311.3	11	10.5%	26	29.8	10	3.0	10	10.1%	24
Leather & Prod.	31	409.8	8	15.4	10	3.8%	13	7.2	8	0.2	8	2.8%	7
Stone, Clay, Glass	32	4352.0	2	164.5	9	3.8%	37	39.9	4	1.5	7	3.8%	30
Primary Metal Ind	33	5404.4	6	1136.3	6	21.0%	10	30.8	7	6.9	7	22.4%	6
Fab. Metal Prod.	34	7644.1	6	767.0	6	10.0%	20	86.2	6	9.3	6	10.8%	16
Non-Elec. Mach.	35	12909.4	5	3160.0	3	24.5%	13	119.5	6	27.0	3	22.6%	12
Elec., E'tronic Eq	36	9647.8	5	1815.3	3	18.8%	13	1107.8	1	19.0	5	1.7%	45
Transport Eqpmt.	37	8767.9	7	1393.5	8	15.9%	5	68.2	6	12.5	7	18.3%	4
Scien Instr & Prod	38	1885.1	9	293.1	11	15.5%	15	20.9	9	2.5	12	12.0%	25
Misc. Manu. Eqpmt.	39	930.5	9	51.3	10	5.5%	28	13.7	8	0.4	13	2.9%	28
Admin & Aux Office	--	--	--	--	--	--	--	57.8	8	6.5	10	11.2%	25
STATE RANK & TOTALS (5)		175867.9	2	22092.6	2	12.6%	15	975.1	6	116.7	6	12.0%	16

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

UTAH ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Utah's industries had nearly $1.3 billion in sales of export-related manufactures in 1984. Almost $685 million was in direct export sales, while another $613 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Utah 36th among all states and the District of Columbia in the value of export-related manufactures sold.

- The state's primary metal and nonelectric machinery industries dominated Utah's sales of export-related manufactures, accounting for more than half of the state's direct and indirect export sales. Three other state industries had export sales of $100 million or more.

- Although the dollar volume of Utah's manufactured exports was modest compared with most other states, the percentage of output exported by its industries was 12.6 percent, ranking Utah 14th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. By comparison, the national average was 11.9 percent. Three Utah industries, including the two largest exporters, sold over a fourth of their output to foreign demand. Five Utah industries ranked among the top 10 state industries within their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 11,300 Utah manufacturing workers with employment in 1984, giving Utah the 37th largest export-related state work force in the nation. Over half of these jobs, 6,100, were located in the nonelectric machinery and the electric & electronic equipment industries.

- Despite the relatively small numbers of export-related manufacturing jobs in Utah, the state ranked 15th among the 50 states in the percentage of jobs that depended on direct and indirect exports, with 12.1 percent. This is slightly more than one out of every eight jobs, compared with the national average of 11.4 percent (one out of every nine jobs). Two Utah industries had more than a quarter of their labor force working on output that was eventually exported.

- In addition, an estimated 10,800 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Utah's output of export-related manufactures.

UTAH EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	1575.1	35	48.4	36	3.1%	32	8.4	37	0.2	36	2.4%	32
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	19.1	28	1.4	28	7.3%	18	0.6	27	--	--	--	--
Apparel & Prod.	23	193.8	32	3.9	34	2.0%	33	5.4	27	0.1	25	1.9%	11
Lumber, Wood Prod	24	158.7	39	3.1	39	2.0%	43	3.2	5	--	--	--	--
Furniture & Fix.	25	153.8	27	4.9	25	3.2%	9	2.8	27	--	--	--	--
Paper & Prod.	26	134.1	40	9.2	42	6.9%	43	0.9	42	0.1	38	11.1%	9
Printing & Pub.	27	470.8	35	17.5	34	3.7%	24	6.6	36	0.2	35	3.0%	37
Chemicals & Prod.	28	258.9	39	27.1	39	10.5%	35	1.9	39	0.2	33	10.5%	30
Petrol & Coal Prod	29	1558.0	13	99.7	14	6.4%	16	0.9	21	--	--	--	--
Rubber & Plastics	30	70.9	42	6.6	42	9.3%	39	1.0	41	0.1	40	10.0%	25
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	335.5	34	10.8	36	3.2%	39	3.6	34	0.1	34	2.8%	33
Primary Metal Ind	33	1217.3	24	389.7	17	32.0%	2	6.2	29	1.6	23	25.8%	2
Fab. Metal Prod.	34	526.0	37	41.4	39	7.9%	43	5.9	37	0.5	37	8.5%	34
Non-Elec. Mach.	35	1211.6	34	316.8	31	26.1%	10	12.2	34	2.6	31	21.3%	15
Elec., E'tronic Eq	36	594.5	39	172.4	34	29.0%	4	9.5	37	3.5	24	36.8%	2
Transport Eqpmt.	37	1431.6	29	120.2	27	8.4%	21	13.0	28	1.1	24	8.5%	20
Scien Instr & Prod	38	227.5	32	12.6	38	5.5%	40	4.5	27	0.2	35	4.4%	40
Misc. Manu. Eqpmt.	39	133.0	31	11.5	26	8.6%	9	2.2	29	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	4.4	33	0.4	34	9.1%	32
STATE RANK & TOTALS (5)		10262.2	36	1298.1	36	12.6%	14	93.1	37	11.3	37	12.1%	15

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

VERMONT ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Vermont's industries had more than $617 million in sales of export-related manufactures in 1984. About $310 million was in direct export sales, while another $307 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Vermont 43rd among all states and the District of Columbia in the value of export-related manufactures sold.

- More than 55 percent of Vermont's sales of manufactured exports was made by the state's electric & electronic equipment industry, which registered some $342 million in export sales. The fabricated metal products and the nonelectric machinery industries together accounted for another $160 million in exports.

- Despite the relatively modest size of Vermont's manufacturing sector and its export sales, the state ranked fourth among all 50 states and the District of Columbia in the percentage of its total manufactures -- 16.2 percent -- that was eventually exported. This result is significantly above the national export intensity of 11.9 percent.

- Two Vermont industries, including the large electric & electronic equipment industry, ranked second among all state industries of their respective categories in terms of export intensity, while the fabricated metal products sector, which is the state's largest manufactures exporter, ranked first.

- Export-related manufactures provided about 6,700 Vermont manufacturing workers with employment in 1984, giving Vermont the 41st largest export-related state work force in the nation. More than half of these jobs, 3,500, were located in the electric & electronic equipment industry, with another 1,200 in the nonelectric machinery plants.

- Although Vermont had relatively few export-related manufacturing jobs relative to other states, it ranked fourth in the percentage of its manufactures labor force that was dependent on export demand. Some 15.2 percent of manufacturing jobs -- slightly more than one out of every six jobs -- was sustained by export demand, compared with the national average of 11.4 percent, or one out of every nine jobs.

- In addition, an estimated 4,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Vermont's output of export-related manufactures.

VERMONT EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	494.0	45	9.3	46	1.9%	48	2.2	48	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	38.5	27	2.6	26	6.8%	19	0.7	25	--	--	--	--
Apparel & Prod.	23	77.7	40	1.1	41	1.4%	41	1.4	41	--	--	--	--
Lumber, Wood Prod	24	204.2	35	9.8	34	4.8%	30	2.8	37	0.1	31	3.6%	30
Furniture & Fix.	25	67.8	35	0.8	38	1.2%	42	1.4	35	--	--	--	--
Paper & Prod.	26	378.3	35	29.4	36	7.8%	36	2.4	35	0.2	35	8.3%	26
Printing & Pub.	27	264.1	40	10.8	40	4.1%	13	3.8	41	0.1	40	2.6%	47
Chemicals & Prod.	28	39.7	47	4.9	46	12.3%	25	0.4	44	--	--	--	--
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	100.9	40	16.6	39	16.5%	2	1.7	39	0.2	36	11.8%	9
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	102.4	43	4.2	42	4.1%	34	1.6	40	--	--	--	--
Primary Metal Ind	33	55.5	41	11.6	41	20.9%	11	0.7	41	0.1	41	14.3%	42
Fab. Metal Prod.	34	418.0	39	93.2	32	22.3%	1	3.9	39	0.9	30	23.1%	1
Non-Elec. Mach.	35	305.7	42	66.5	40	21.8%	15	5.4	38	1.2	38	22.2%	13
Elec., E'tronic Eq	36	1046.1	33	342.0	23	32.7%	2	10.9	32	3.5	24	32.1%	4
Transport Eqpmt.	37	121.5	40	2.9	41	2.4%	43	2.4	37	--	--	--	--
Scien Instr & Prod	38	51.6	42	8.7	40	16.9%	11	1.4	39	0.2	35	14.3%	17
Misc. Manu. Eqpmt.	39	27.2	39	0.9	42	3.3%	40	0.6	39	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	0.2	46	--	--	--	--
STATE RANK & TOTALS (5)		3803.7	43	617.2	43	16.2%	4	44.2	42	6.7	41	15.2%	4

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

VIRGINIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Virginia's industries had nearly $4.8 billion in sales of export-related manufactures in 1984. Almost $2.9 billion was in direct export sales, while another $1.9 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Virginia 21st among all states and the District of Columbia in the value of export-related manufactures sold.

- More than half the dollar volume of Virginia's manufactured exports was accounted for by its three largest export industries -- chemical products, tobacco products, and electric & electronic equipment. Four of the state's major manufacturing industries were ranked among the top 10 state industries of their categories in terms of dollar volume of exports.

- Export-related manufactures accounted for 10.9 percent of Virginia's total manufactured goods production, ranking the state 29th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Three Virginia industries, including the large tobacco sector, each sold 20 percent or more of their output as exports, with five state industries ranking among the top 10 state industries within their categories in terms of export intensity.

- Direct and indirect export sales provided approximately 36,700 Virginia manufacturing workers with employment in 1984, giving Virginia the 20th largest export-related state work force in the nation. The chemicals and the electric & electronic equipment industries each had over 6,000 export-related jobs, while 10 other Virginia industries counted over 1,000 export-sustained jobs apiece.

- Approximately 9 percent of Virginia's manufacturing jobs were export related, roughly one out of every 11 jobs. Eight of the state's industries had 10 percent or more of their labor force working on export-related output, with one out of every five jobs in the tobacco products and the scientific instruments & products industries sustained by export demand.

- In addition, an estimated 34,400 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Virginia's output of export-related manufactures.

VIRGINIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	6327.1	20	307.0	20	4.9%	18	35.6	15	0.9	25	2.5%	28
Tobacco Prod.	21	4241.3	2	844.8	2	19.9%	3	15.0	2	3.4	2	22.7%	3
Textile Mill Prod.	22	3257.2	4	245.9	4	7.5%	16	38.3	4	2.6	4	6.8%	10
Apparel & Prod.	23	1236.8	14	24.1	17	1.9%	34	32.4	14	0.2	18	0.6%	27
Lumber, Wood Prod	24	1635.4	10	80.4	15	4.9%	29	22.2	9	1.6	6	7.2%	8
Furniture & Fix.	25	1233.2	9	63.4	4	5.1%	4	25.1	3	1.1	2	4.4%	2
Paper & Prod.	26	2282.1	21	268.0	19	11.7%	12	14.2	17	1.5	17	10.6%	12
Printing & Pub.	27	2017.3	14	88.5	12	4.4%	6	26.2	17	0.8	19	3.1%	36
Chemicals & Prod.	28	5222.4	15	1171.8	10	22.4%	7	32.1	11	6.4	6	19.9%	7
Petrol & Coal Prod	29	--	--	--	--	--	--	--	--	--	--	--	--
Rubber & Plastics	30	1696.4	15	193.0	15	11.4%	20	13.5	20	1.6	17	11.9%	8
Leather & Prod.	31	--	--	--	--	--	--	--	--	--	--	--	--
Stone, Clay, Glass	32	889.8	19	55.0	21	6.2%	17	10.2	19	0.6	18	5.9%	19
Primary Metal Ind	33	926.7	28	176.7	29	19.1%	26	8.0	23	1.5	25	18.8%	21
Fab. Metal Prod.	34	1973.2	20	159.9	22	8.1%	39	15.6	26	1.2	26	7.7%	42
Non-Elec. Mach.	35	1721.7	28	259.9	32	15.1%	36	17.5	28	2.6	31	14.9%	35
Elec., E'tronic Eq	36	3942.0	16	564.2	18	14.3%	34	38.1	17	6.3	18	16.5%	24
Transport Eqpmt.	37	3989.1	18	131.8	25	3.3%	38	40.5	14	0.8	25	2.0%	36
Scien Instr & Prod	38	396.2	27	87.0	19	22.0%	6	6.0	22	1.2	17	20.0%	7
Misc. Manu. Eqpmt.	39	177.0	27	5.2	34	2.9%	43	2.2	29	0.2	19	9.1%	4
Admin & Aux Office	--	--	--	--	--	--	--	12.2	25	1.2	25	9.8%	30
STATE RANK & TOTALS (5)		43907.9	18	4781.0	21	10.9%	29	407.9	18	36.7	20	9.0%	41

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

WASHINGTON ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Washington's industries had more than $8.6 billion in sales of export-related manufactures in 1984. Almost $6.9 billion was in direct export sales, while another $1.7 billion-plus was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Washington 10th among all states and the District of Columbia in the value of export-related manufactures sold.

- Nearly half of the dollars earned by Washington manufacturing industries from exports were accounted for by the state's transportation equipment industry, primarily from the sales of aircraft. Another $1 billion in export sales came from the state's lumber & wood products industry. Washington's transportation and lumber & wood products industries ranked second and first respectively among state industries of their categories in the dollar amount of exports they sold.

- The percentage of manufactures that Washington's industries sold to foreign demand was 22.4 percent -- ranking Washington behind only Alaska among the 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Nine Washington industries ranked among the top 10 state industries within their categories in terms of export intensity, with the transportation equipment industry exporting two-fifths of its output. Four other state industries registered export intensities of 25 percent or more.

- Sales of export-related manufactures provided an estimated 47,800 Washington manufacturing workers with employment in 1984, giving Washington the 14th largest export-related state work force in the nation. Nearly 40 percent of these jobs, 18,500, were found in the transportation equipment industry, while eight other state industries each counted for over than 1,000 export-sustained jobs.

- About 17.2 percent of Washington's manufacturing jobs were export related, roughly one out of every six jobs. This percentage is much higher than the national average of 11.4 percent (one out of every nine jobs), and ranks Washington second among the 50 states and the District of Columbia in the percent of its labor force that was sustained by export demand.

- In addition, an estimated 43,800 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Washington's output of export-related manufactures.

WASHINGTON EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	5405.4	22	412.4	11	7.6%	6	31.1	20	4.7	2	15.1%	2
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	60.5	24	4.8	24	7.9%	12	1.4	22	0.1	19	7.1%	9
Apparel & Prod.	23	259.9	28	6.8	28	2.6%	17	4.3	30	--	--	--	--
Lumber, Wood Prod	24	4046.3	3	1043.1	1	25.8%	2	35.5	5	5.3	2	14.9%	2
Furniture & Fix.	25	149.5	28	2.8	30	1.9%	30	2.7	28	--	--	--	--
Paper & Prod.	26	3262.8	9	575.8	3	17.6%	3	15.6	16	2.5	7	16.0%	2
Printing & Pub.	27	974.0	26	34.1	26	3.5%	30	16.7	24	0.5	24	3.0%	39
Chemicals & Prod.	28	1307.4	29	178.5	29	13.7%	20	9.6	24	0.9	27	9.4%	32
Petrol & Coal Prod	29	4663.9	10	371.0	8	8.0%	5	2.3	11	0.1	10	4.3%	12
Rubber & Plastics	30	396.7	32	41.1	34	10.4%	28	4.7	32	0.4	33	8.5%	36
Leather & Prod.	31	20.5	21	0.6	22	2.9%	17	0.3	21	--	--	--	--
Stone, Clay, Glass	32	527.3	29	23.9	31	4.5%	31	6.1	25	0.2	29	3.3%	32
Primary Metal Ind	33	2943.6	11	836.5	9	28.4%	3	13.6	18	3.5	13	25.7%	4
Fab. Metal Prod.	34	1111.0	29	133.5	24	12.0%	12	11.2	30	1.2	26	10.7%	17
Non-Elec. Mach.	35	1361.0	31	432.1	25	31.7%	5	16.8	29	4.2	26	25.0%	9
Elec., E'tronic Eq	36	1054.3	32	242.4	31	23.0%	7	11.3	31	3.0	30	26.5%	6
Transport Eqpmt.	37	9936.1	6	4008.6	2	40.3%	1	67.8	7	18.5	4	27.3%	1
Scien Instr & Prod	38	866.1	16	270.5	12	31.2%	4	7.7	18	2.4	13	31.2%	4
Misc. Manu. Eqpmt.	39	252.5	22	12.8	24	5.1%	32	3.9	22	0.1	25	2.6%	29
Admin & Aux Office	--	--	--	--	--	--	--	14.6	21	1.6	21	11.0%	26
STATE RANK & TOTALS (5)		38599.0	20	8632.3	10	22.4%	2	277.3	22	47.8	14	17.2%	2

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

WEST VIRGINIA ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- West Virginia's industries had more than $1.8 billion in sales of export-related manufactures in 1984. Almost $890 million was in direct export sales, while another $963 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked West Virginia 34th among all states and the District of Columbia in the value of export-related manufactures sold.

- More than 80 percent of West Virginia's dollar export volume came from the export sales of its chemical products and primary metals industries, which together had $1.5 billion in sales to foreign demand.

- Although West Virginia only ranked 34th in the dollar volume of its manufactured exports, the state ranked third, behind only Alaska and Washington in the percentage of its manufactured products -- 17.2 percent -- that were sold as direct and indirect exports. West Virginia's high export intensity was the result of having its two major export industries -- chemical products, and primary metals -- respectively exporting 25.7 percent and 19.2 percent of their output.

- Sales of export-related manufactures provided an estimated 11,400 West Virginia manufacturing workers with employment in 1984, giving West Virginia the 36th largest export-related state work force in the nation. Roughly 60 percent of these jobs were located in the chemicals and the primary metals industries.

- About 13.1 percent of West Virginia's manufacturing jobs were export related, roughly two out of every 15 jobs. This percentage is much higher than the national average of 11.4 percent, or one out of every nine jobs. The state's chemicals industry, its largest exporter, had one-fourth of its labor force working on export-related output.

- In addition, an estimated 11,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to West Virginia's output of export-related manufactures.

WEST VIRGINIA EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	528.1	44	7.3	49	1.4%	50	4.8	41	--	--	--	--
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	41.8	26	2.2	27	5.3%	27	0.8	24	--	--	--	--
Apparel & Prod.	23	110.0	37	2.5	38	2.3%	28	3.8	33	--	--	--	--
Lumber, Wood Prod	24	266.1	32	21.4	30	8.0%	9	4.6	29	0.2	30	4.3%	25
Furniture & Fix.	25	40.5	37	3.2	28	7.9%	3	0.9	37	--	--	--	--
Paper & Prod.	26	124.3	42	9.8	41	7.9%	35	1.3	41	0.1	38	7.7%	34
Printing & Pub.	27	267.2	39	16.7	35	6.3%	1	4.2	40	0.2	35	4.8%	2
Chemicals & Prod.	28	4151.2	18	1068.8	11	25.7%	4	15.9	18	4.0	15	25.2%	4
Petrol & Coal Prod	29	369.4	25	24.6	23	6.7%	10	0.7	25	--	--	--	--
Rubber & Plastics	30	79.2	41	6.7	41	8.5%	46	1.0	41	0.1	40	10.0%	25
Leather & Prod.	31	79.7	17	3.9	16	4.9%	11	1.7	16	--	--	--	--
Stone, Clay, Glass	32	746.9	22	75.4	17	10.1%	5	10.4	17	1.0	12	9.6%	5
Primary Metal Ind	33	2241.2	15	429.3	14	19.2%	25	15.0	15	2.8	16	18.7%	23
Fab. Metal Prod.	34	648.6	33	53.6	36	8.3%	36	5.9	37	0.5	37	8.5%	34
Non-Elec. Mach.	35	387.9	39	39.3	42	10.1%	49	5.1	40	0.4	43	7.8%	45
Elec., E'tronic Eq	36	303.9	40	53.0	41	17.4%	20	3.1	41	0.5	41	16.1%	27
Transport Eqpmt.	37	159.5	38	14.0	36	8.8%	19	1.5	40	0.1	35	6.7%	26
Scien Instr & Prod	38	--	--	--	--	--	--	--	--	--	--	--	--
Misc. Manu. Eqpmt.	39	26.3	41	0.9	42	3.4%	39	0.6	39	--	--	--	--
Admin & Aux Office	--	--	--	--	--	--	--	4.6	32	0.7	27	15.2%	3
STATE RANK & TOTALS (5)		10762.5	35	1852.5	34	17.2%	3	87.1	39	11.4	36	13.1%	9

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

WISCONSIN ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Wisconsin's industries had nearly $5.8 billion in sales of export-related manufactures in 1984. About $3.1 billion was in direct export sales, while another $2.7 billion was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Wisconsin 15th among all states and the District of Columbia in the value of export-related manufactures sold.

- Thirty percent of Wisconsin's export earnings from manufactures were the result of $1.7 billion in foreign demand for the state's nonelectric machinery products. Three other state industries -- paper & products, electric & electronic equipment, and transport Equipment -- each sold more than $500 million of goods that were eventually exported.

- Export-related manufactures accounted for 9.3 percent of Wisconsin's total manufactured goods production, ranking the state 43rd among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Seven Wisconsin industries each had export sales of 10 percent or more, with three state industries ranking among the top 10 state industries within their categories in terms of export intensity.

- Sales of export-related manufactures provided an estimated 53,600 Wisconsin manufacturing workers with employment in 1984, giving Wisconsin the 15th largest export-related state work force in the nation. Roughly half of these jobs were located in the nonelectric machinery and the electric & electronic equipment industries. Ten Wisconsin manufacturing industries accounted for more than 1,000 export-related jobs apiece.

- About 10.7 percent of Wisconsin's manufacturing jobs were export related, which is slightly more than one out of every nine jobs. The primary metals and the electric & electronic equipment industries each had about one-fifth of their labor force working on output that was eventually exported, while four other industries had more than 10 percent of their jobs sustained by export demand.

- In addition, an estimated 37,900 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Wisconsin's output of export-related manufactures.

WISCONSIN EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	13720.1	5	404.4	12	2.9%	38	51.8	7	1.4	11	2.7%	27
Tobacco Prod.	21	--	--	--	--	--	--	--	--	--	--	--	--
Textile Mill Prod.	22	--	--	--	--	--	--	--	--	--	--	--	--
Apparel & Prod.	23	339.2	25	10.2	24	3.0%	9	5.4	27	0.2	18	3.7%	3
Lumber, Wood Prod	24	1590.4	11	62.7	21	3.9%	33	21.2	11	0.8	16	3.8%	29
Furniture & Fix.	25	799.5	13	25.1	13	3.1%	11	11.1	14	0.2	14	1.8%	15
Paper & Prod.	26	7735.1	1	557.9	4	7.2%	41	41.8	1	3.1	5	7.4%	35
Printing & Pub.	27	2572.5	11	87.3	13	3.4%	35	35.0	13	1.1	12	3.1%	32
Chemicals & Prod.	28	1924.3	25	198.7	28	10.3%	36	7.5	25	0.7	28	9.3%	33
Petrol & Coal Prod	29	418.4	22	26.4	22	6.3%	18	0.9	21	--	--	--	--
Rubber & Plastics	30	1531.2	17	152.7	18	10.0%	30	17.8	13	1.7	15	9.6%	28
Leather & Prod.	31	639.0	7	56.2	4	8.8%	6	7.9	7	0.4	5	5.1%	4
Stone, Clay, Glass	32	875.3	20	89.1	15	10.2%	4	6.7	24	0.6	16	9.0%	8
Primary Metal Ind	33	1788.8	18	337.9	19	18.9%	27	21.0	10	4.0	10	19.0%	17
Fab. Metal Prod.	34	4458.2	10	437.3	12	9.8%	22	48.6	11	5.2	13	10.7%	18
Non-Elec. Mach.	35	9918.4	8	1713.6	9	17.3%	29	91.6	9	15.7	10	17.1%	27
Elec., E'tronic Eq	36	5103.6	12	884.7	13	17.3%	21	46.8	13	9.0	13	19.2%	13
Transport Eqpmt.	37	6745.8	14	554.6	15	8.2%	22	31.2	16	2.7	18	8.7%	19
Scien Instr & Prod	38	848.2	17	110.8	17	13.1%	23	10.5	16	1.4	15	13.3%	19
Misc. Manu. Eqpmt.	39	637.5	13	52.7	9	8.3%	12	8.8	13	0.6	10	6.8%	10
Admin & Aux Office	--	--	--	--	--	--	--	31.1	13	4.0	13	12.9%	13
STATE RANK & TOTALS (5)		61997.5	11	5784.5	15	9.3%	43	501.2	13	53.6	13	10.7%	24

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

1984

WYOMING ORIGIN OF EXPORT-RELATED MANUFACTURES & EMPLOYMENT

- Wyoming's industries had $152 million in sales of export-related manufactures in 1984. About $21 million was in direct export sales, while another $131 million was in sales of manufactures to other industries nationwide, who incorporated them into their own exports (indirect export sales). This performance ranked Wyoming 50th among all states and the District of Columbia in the value of export-related manufactures sold.

- Most of Wyoming's individual industry data had to be suppressed, for confidentiality reasons. Available data indicate that the state's chemical products and the nonelectric machinery industries each had export sales of more than $10 million.

- Export-related manufactures accounted for 6.3 percent of Wyoming's total manufactured goods production, ranking the state 50th among all 50 states and the District of Columbia in this measure of total (direct and indirect) export intensity. Only one industry for which data are available had export sales that exceeded 10 percent of output.

- Sales of export-related manufactures provided an estimated 500 Wyoming manufacturing workers with employment in 1984, giving Wyoming the 51st largest export-related state work force in the nation. About 200 of these jobs were located in the nonelectric machinery industry.

- About 5.9 percent of Wyoming's manufacturing jobs were export related, roughly one out of every 17 jobs. The only industry for which data are available, the nonelectric machinery industry, had about one out of every six employees working on products that eventually were exported.

- In addition, an estimated 2,700 workers in such nonmanufacturing industries as transportation, communications, wholesale & retail trade, and services owed their jobs to Wyoming's output of export-related manufactures.

WYOMING EXPORT-RELATED MANUFACTURES & EMPLOYMENT

	SIC	SHIPMENTS (1)	RANK (4)	DIRECT & INDIRECT EXPORTS (1)	RANK (4)	EXPORTS/ SHIPMENTS (3)	RANK (4)	EMPLOYMENT (2)	RANK (4)	EXPORT RELATED EMPLOYMENT (2)	RANK (4)	EXP-RELATED EMPLOYMENT/ EMPLOYMENT (3)	RANK (4)
Food & Products	20	169.1	50	3.3	50	2.0%	47	0.8	51	..	..	..	..
Tobacco Prod.	21	..	..	..	..	..	..	..	..	..	..	..	..
Textile Mill Prod.	22	..	..	..	..	..	..	..	..	..	.	..	..
Apparel & Prod.	23	..	..	..	..	..	..	..	..	..	..	..	..
Lumber, Wood Prod	24	..	..	..	..	..	..	..	..	..	..	..	..
Furniture & Fix.	25	13.6	42	1.3	35	9.6%	1	0.2	41	..	..	..	..
Paper & Prod.	26	..	..	..	..	..	..	..	..	..	..	..	..
Printing & Pub.	27	54.2	50	1.6	50	3.0%	49	1.4	49	..	..	..	..
Chemicals & Prod.	28	217.3	40	15.0	43	6.9%	43	0.4	44	..	..	..	..
Petrol & Coal Prod	29	..	..	..	..	..	..	..	..	..	..	..	..
Rubber & Plastics	30	..	..	..	..	..	..	..	..	..	..	..	..
Leather & Prod.	31	..	..	..	..	..	..	..	..	..	..	..	..
Stone, Clay, Glass	32	83.7	45	1.5	45	1.8%	46	1.0	43	..	..	..	..
Primary Metal Ind	33	..	..	..	..	..	..	..	..	..	..	..	..
Fab. Metal Prod.	34	73.6	44	4.6	45	6.3%	47	0.4	50	..	..	..	..
Non-Elec. Mach.	35	86.0	46	12.7	45	14.8%	39	1.3	45	0.2	45	15.4%	32
Elec., E'tronic Eq	36	..	..	..	..	..	..	..	..	..	..	..	..
Transport Eqpmt.	37	..	..	..	..	..	..	..	..	..	..	..	..
Scien Instr & Prod	38	..	..	..	..	..	..	..	..	..	..	..	..
Misc. Manu. Eqpmt.	39	..	..	..	..	..	..	..	..	..	..	..	..
Admin & Aux Office	..	..	..	..	..	..	..	0.2	46	..	..	..	..
STATE RANK & TOTALS (5)		2410.2	48	152.0	50	6.3%	50	8.5	51	0.5	51	5.9%	49

(1) Millions of Dollars
(2) Thousands of Jobs
(3) Percent
(4) Rank among the 50 states and the District of Columbia
(5) Columns may not add to totals, since confidentiality requirements forbid publication of some individual industry data.

IV. EXPORT-RELATED MANUFACTURED OUTPUT & EMPLOYMENT IN MAJOR U.S. METROPOLITAN AREAS IN 1984

Using the data found in the Census Bureau's Origin of Exports, it is possible to derive estimates of export-related output and employment in most of the nation's largest metropolitan areas in 1984. The export-related sales figures -- which include both direct export sales and sales of manufactures to other U.S. industries who then incorporate these intermediate sales as inputs into their own direct exports (indirect export sales) -- as well as the export-employment estimates were derived from two data sources published by the Bureau of the Census. County and state employment data for the two-digit manufacturing industries were obtained from the 1984 County Business Patterns, while state export-related employment data were found in the above-mentioned Origin of Exports of Manufactured Products, 1984 Annual Survey of Manufactures.

Metropolitan Statistical Areas (MSAs) are defined geographically by the Census Bureau as a group of contiguous counties (parishes in Louisiana) and independent cities that contain a large urban population. Consolidated Metropolitan Statistical Areas (CMSAs) contain at least two contiguous MSAs: some large metropolises as the New York - New Jersey - Connecticut metropolitan area may have a half-dozen or more MSAs included in their boundaries, containing 20 or more counties in the three states.

The only readily-available industry data by county are the number of employees working in each county industry (on the two-digit SIC level). By adding up an industry's employment in each county of a MSA or CMSA, that MSA/CMSA's employment can be calculated for each industry. These county data can be found in the above-mentioned 1984 County Business Patterns, which are published by the Bureau of the Census for each individual state and the District of Columbia.

Once the total number of MSA/CMSA workers for an industry is determined, the number is divided by the number of that industry's workers in the state where the MSA/CMSA is located. This fraction is then used to calculate the MSA/CMSA industry's contribution to that state's export-related employment and value of export-related sales of manufactures. For example, if 10 percent of a state's workers in a particular industry are employed within the boundaries of a MSA/CMSA, it is assumed that 10 percent of that state's export sales and export-related employment for that industry can be attributed to the MSA/CMSA.

The state export-related (direct and indirect) sales values and export-related employment levels for the 20 major two-digit manufacturing industries as well as the sums for the total manufacturing sector are obtained from the Origin of Exports of Manufactured Products, which is part of the 1984 Annual Survey of Manufactures. The manufacturing sector tables and bullet-point summaries for each state can be found in the first section of this paper.

TABLE IV-1
ESTIMATES OF 1984 EXPORTS AND EXPORT-RELATED EMPLOYMENT
IN 35 MAJOR U.S. METROPOLITAN AREAS

METROPOLITAN AREA	EXPORT-RELATED EMPLOYMENT (THOUSANDS OF JOBS)	VALUE OF EXPORT RELATED MANUFACTURES (MILLIONS OF DOLLARS)
ATLANTA, GA MSA	14.9	$1,610
BALTIMORE, MD MSA	16.4	$1,649
BIRMINGHAM, AL MSA	5.0	$667
BOSTON - LAWRENCE - SALEM LOWELL - BROCKTON, MA CMSA	61.0	$5,837
BUFFALO - NIAGARA FALLS, N.Y. CMSA	12.9	$1,533
CHARLOTTE - GASTONIA - ROCK HILL N.C., S.C. MSA	13.2	$1,487
CHICAGO - GARY - LAKE CO., IL, IN, WI CMSA	92.7	$10,870
CLEVELAND - AKRON - LORAIN CO. OH CMSA	40.5	$5,568
DALLAS - FT. WORTH, TX CMSA	43.1	$5,436
DAYTON - SPRINGFIELD, OH MSA	13.3	$1,517
DENVER - BOULDER, CO CMSA	17.4	$1,346
DETROIT - ANN ARBOR, MI CMSA	62.8	$8,231
HARTFORD - NEW BRITAIN - MIDDLETOWN BRISTOL, CN CMSA	21.1	$1,972
HOUSTON - GALVESTON - BRAZORIA TX CMSA	29.1	$7,174
INDIANAPOLIS, IN MSA	12.5	$1,593
KANSAS CITY, MO, KN CMSA	11.8	$1,520
LOS ANGELES - ANAHEIM - RIVERSIDE CA CMSA	153.0	$16,259
MIAMI - FT. LAUDERDALE, FL CMSA	11.8	$1,284
MILWAUKEE - RACINE, WI CMSA	24.9	$2,482
MINNEAPOLIS - ST. PAUL, MN, WI MSA	35.6	$3,663
NEW ORLEANS, LA MSA	3.1	$1,566
NEW YORK - N. NEW JERSEY - LONG ISLAND - CONNECTICUT CMSA	144.9	$13,465
OKLAHOMA CITY, OK MSA	6.0	$666
PHILADELPHIA - WILMINGTON - TRENTON PA, N.J., DE, MD CMSA	59.9	$6,339
PHOENIX, AZ MSA	19.8	$1,831
PITTSBURGH - BEAVER VALLEY, PA CMSA	23.1	$2,206
PORTLAND - VANCOUVER, OR, WA CMSA	16.4	$1,675
ROCHESTER, N.Y. MSA	20.6	$2,280
SACRAMENTO, CA MSA	3.0	$347
SALT LAKE CITY - OGDEN, UT MSA	8.0	$828
SAN DIEGO, CA MSA	17.6	$1,714
SAN FRANCISCO - OAKLAND - SAN JOSE, CA CMSA	81.3	$8,423
ST. LOUIS, MO, IL MSA	26.7	$3,595
SEATTLE - TACOMA, WA CMSA	31.9	$5,647
TAMPA - ST PETERSBURG - CLEARWATER FL CMSA	9.1	$1,038

TABLE IV-2
MAJOR EXPORT INDUSTRIES AND THEIR CONTRIBUTIONS TO THE
EXPORT ECONOMIES OF 35 MAJOR U.S. METROPOLITAN AREAS IN 1984

METROPOLITAN AREA	MAJOR INDUSTRIES (SIC NUMBERS*)	PERCENT OF TOTAL EXPORTS	PERCENT OF TOTAL EXPORT EMPLOYMENT
ATLANTA, GA MSA	37,26,28,33,35	66.4%	54.8%
BALTIMORE, MD MSA	36,33,28,35	73.5%	65.9%
BIRMINGHAM, AL MSA	33,34,20,28,37	74.2%	67.9%
BOSTON - LAWRENCE - SALEM LOWELL - BROCKTON, MA CMSA	35,36,38,37	77.1%	68.0%
BUFFALO - NIAGARA FALLS, N.Y. CMSA	35,33,37,36,28	74.4%	67.4%
CHARLOTTE - GASTONIA - ROCK HILL N.C., S.C. MSA	22,28,35,36	62.7%	61.8%
CHICAGO - GARY - LAKE CO., IL, IN, WI CMSA	33,35,36,28	60.0%	53.5%
CLEVELAND - AKRON - LORAIN CO. OH CMSA	34,37,33,35,28	63.1%	61.2%
DALLAS - FT. WORTH, TX CMSA	36,35,37,28	72.0%	69.5%
DAYTON - SPRINGFIELD, OH MSA	37,35,34,30	76.0%	68.8%
DENVER - BOULDER, CO CMSA	35,20,38,36	72.5%	69.6%
DETROIT - ANN ARBOR, MI CMSA	37,35,34,33	83.2%	65.9%
HARTFORD - NEW BRITAIN - MIDDLETOWN BRISTOL, CN CMSA	37,35,36,34	83.9%	78.5%
HOUSTON - GALVESTON - BRAZORIA TX CMSA	28,29,35	82.8%	53.7%
INDIANAPOLIS, IN MSA	37,28,35,36,33	76.8%	65.2%
KANSAS CITY, MO, KN CMSA	37,36,28,35	60.9%	61.3%
LOS ANGELES - ANAHEIM - RIVERSIDE CA CMSA	36,35,37,29	67.3%	64.4%
MIAMI - FT. LAUDERDALE, FL CMSA	35,36,28	62.1%	52.0%
MILWAUKEE - RACINE, WI CMSA	35,36,34,37,28	78.7%	70.6%
MINNEAPOLIS - ST. PAUL, MN, WI MSA	35,36,34,38	79.7%	67.5%
NEW ORLEANS, LA MSA	29,28,20,33	88.2%	70.1%
NEW YORK - N. NEW JERSEY - LONG ISLAND - CONNECTICUT CMSA	36,28,35,37,38	61.9%	50.5%
OKLAHOMA CITY, OK MSA	35,36,37	62.5%	66.2%
PHILADELPHIA - WILMINGTON - TRENTON PA, N.J., DE, MD CMSA	28,36,35,37,33	52.2%	47.5%
PHOENIX, AZ MSA	36,35,33,37	86.6%	84.8%
PITTSBURGH - BEAVER VALLEY, PA CMSA	33,35,36,37	71.0%	57.3%
PORTLAND - VANCOUVER, OR, WA CMSA	35,38,26,36,33	76.3%	87.4%
ROCHESTER, N.Y. MSA	38,35,36	86.3%	81.6%
SACRAMENTO, CA MSA	20,35,37	58.4%	48.5%
SALT LAKE CITY - OGDEN, UT MSA	35,33,36	67.9%	70.4%
SAN DIEGO, CA MSA	36,35,37,38	85.7%	86.5%
SAN FRANCISCO - OAKLAND - SAN JOSE, CA CMSA	35,36,29,37,38	81.5%	78.5%
ST. LOUIS, MO, IL MSA	37,33,28,36	90.0%	63.8%
SEATTLE - TACOMA, WA CMSA	37,24,33,35,38	85.2%	76.4%
TAMPA - ST PETERSBURG - CLEARWATER FL CMSA	36,28,35	67.7%	62.5%

(*) SIC industries listed in order of export sales values.

The respective MSA/CMSA fractions are then multiplied by the applicable state's export employment values for each industry. For example, the San Diego MSA's industry fractions are multiplied by the appropriate California industries' export-related sales values and export-related employment numbers. This procedure yields the estimates of direct and indirect exports of each industry, as well as the respective export employment estimates.

In cases like the New York metropolitan area CMSA, which covers counties in the states of New York, New Jersey, and Connecticut, each county group is treated as a separate MSA within its respective state. At the end of the estimation procedures, the respective industry totals are simply added together, yielding the total New York CMSA totals.

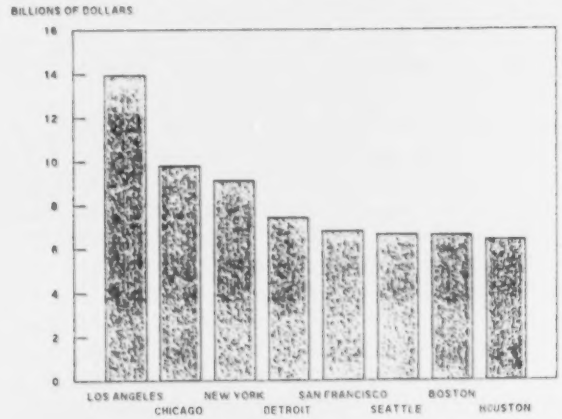
The 35 metropolitan areas represented in this report were selected on the basis of their county and state data availability. Several major metropolises nationwide could not be included, because so much of their counties' industrial data had been suppressed by the Census Bureau's confidentiality rules that reasonable estimates could not be made.

The manufacturing sector export-related output and employment totals for the 35 selected MSA/CMSAs are summarized in Table IV-1. These totals represent the estimated value of direct and indirect manufactured export sales and the manufacturing jobs sustained by these sales of all manufacturing industries that operated in the MSA/CMSA in 1984.

Eleven metropolitan areas each had total export-related manufactures sales of $5 billion or more. As seen in Figure IV-1, the Los Angeles - Anaheim - Riverside CMSA registered more than $16 billion in direct and supporting exports. The New York - Northern New Jersey - Long Island - Connecticut CMSA was second, with nearly $13.5 billion, followed by the Chicago, San Francisco, Detroit, and Houston metropolitan areas.

FIGURE IV-1

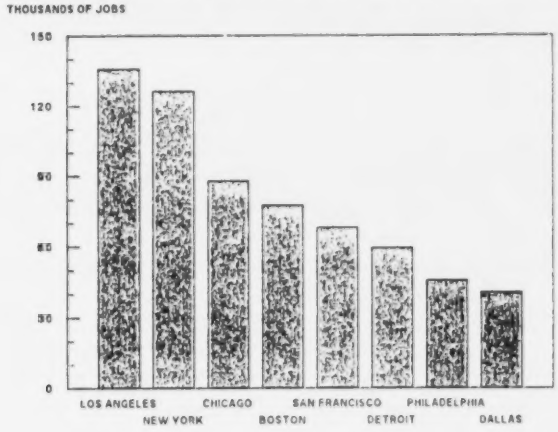
MSA/CMSAs WITH LARGEST MANUFACTURES SHIPMENTS RELATED TO EXPORTS OF MANUFACTURES IN 1984



In terms of employment, the Los Angeles CMSA also had the largest number of export-related jobs in manufacturing, 153,000. These Los Angeles jobs accounted for more than 56 percent of all California's export-related employment in manufacturing. As depicted in Figure IV-2, six other metropolitan areas each had more than 50,000 export-related manufacturing jobs -- ranging from the New York CMSA's 144,900, through the Chicago, San Francisco, Detroit, Boston, and Philadelphia CMSAs. To put this number into perspective, only 14 states had more than 50,000 export-related manufacturing jobs in 1984, while only seven states had more than 100,000 such jobs.

FIGURE IV-2

MSA/CMSAs WITH LARGEST NUMBERS OF MANUFACTURES JOBS RELATED TO MANUFACTURES EXPORTS IN 1984



In Table IV-2, the three to five major manufacturing export industries are listed for each of the 36 metropolitan areas, in the order of their estimated export sales. Also included for each area are the percent of the MSA/CMSA's export sales accounted for by the selected industries and the percent of the region's export-related jobs that these industries supply. Individual industry data are not provided, due to the possibility of violating an industry's confidentiality.

In most instances, the three to five leading export industries account for two-thirds or more of the metropolitan area's total (direct and indirect) export sales and at least half of the export-related jobs. In a few cases, however, the major export industries support a much smaller percentage of export-related jobs than their percentage contribution to the region's exports, since in some industries, relatively few workers are needed to produce output. For example, the Houston - Galveston - Brazoria CMSA's three top export industries accounted for 82.8 percent of the area's exports in terms of value, but only 53.7 percent of the export- related jobs. This is due to the fact that the Houston area's two largest export industries -- petroleum & coal products, and chemicals & products -- are capital-intensive and need relatively little manpower to manufacture their products.

In all, 32 of the 35 metropolitan areas in Table IV-2 listed the nonelectric machinery industry (SIC 35) as one of their major export industries. In 10 of these MSA/CMSAs, it was the largest manufacturing exporter. (Nationally, SIC 35 also registered the largest export value of all the 20 major manufacturing industries.) The electrical & electronic equipment industry was a major export factor in 26 of the MSA/CMSAs, while the transportation equipment industry was an important exporter in 23 of the included metropolitan areas.

V. A 1984 PROFILE OF MANUFACTURING FIRMS THAT EXPORT -- BY FIRM SIZE, LOCATION, AND EXPORT INTENSITY

A landmark survey taken by the Bureau of the Census for all U.S. manufacturing enterprises has determined that some 58,760 manufacturing establishments nationwide had export sales in 1984. These establishments constituted roughly 17 percent of the estimated total of 350,000 domestic manufacturing plants (organized into some 300,000 companies) in existence that year, indicating that slightly more than one out of every six manufacturing establishments in the United States engaged in export activity during 1984. This percentage is much higher than the 10 percent estimate of export participation that had been made a number of years ago. This 17 percent estimate includes only firms that had direct export sales; many more establishments may not have directly sold their output abroad, but did sell products to other domestic firms who then incorporated these products in their own exports.

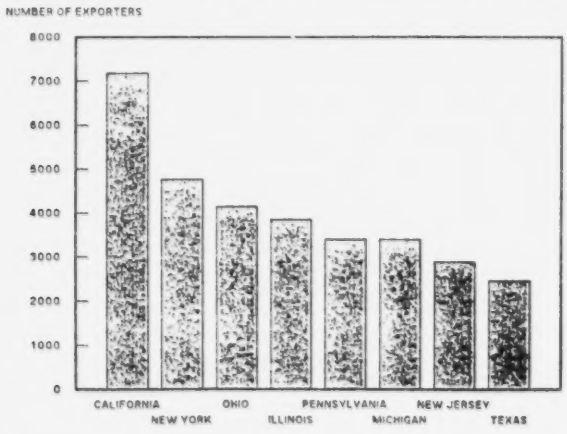
Since much of the data collected by the Census survey was organized by individual state, detailed comparative analyses of state manufacturing export patterns and profiles of those state manufacturing industries that engage in export activities can be made.

THE GEOGRAPHIC DISTRIBUTION OF EXPORTING ESTABLISHMENTS

The total number of exporting establishments was widely distributed among all of the 50 states and the District of Columbia (Table V-1). California had the greatest number of such establishments by far, with 7,168 of its manufacturing plants reporting some exporting activity. New York was a distant second, with 4,767, followed in order by Ohio, Illinois, Pennsylvania, Michigan, New Jersey, and Texas. These eight states, shown in Figure V-1, together accounted for nearly 55 percent of all the manufacturing exporting establishments in the country. Seventeen states had more than 1,000 plants with export sales located within their borders.

FIGURE V-1

STATES WITH THE LARGEST NUMBER OF EXPORT ESTABLISHMENTS IN 1984



EXPORT INTENSITY OF STATE MANUFACTURING ENTERPRISES

The percentage of output that enterprises export varied greatly among industries, regions, and even individual plants. Nearly four out of five manufacturing plants with export sales, roughly 47,000, sold less than 10 percent of their output abroad. More than 20,000 of those -- more than one-third of the 58,760 manufacturers that were estimated to have export activity -- exported less than 1 percent.

The summary data on the number of manufacturing exporters in each state are presented in Table V-1. In addition, the number of enterprises that export a certain percentage range (export intensity) of their output -- less than 1 percent, 1 to 9 percent, 10 to 19 percent, 20 to 49 percent, and 50 percent-plus -- are given, along with the state's ranking in each of these categories. For example, Alabama's 605 exporting firms rank the state 25th among all states in the number of exporters, while its 207 plants that export less than 1 percent of output rank the state 27th in that category. The individual state tables, where the number of exporting firms in a state are broken down into four employment-size categories and five categories of export intensity, are presented at the end of this chapter, in Table V-4.

Nationally, of the 38,479 manufacturing firms that exported at least one percent of their output, 26,489 (45.1 percent of the 58,760 total) sold between 1 and 9 percent of their output abroad. As seen in Figure V-2, another 6,644 (11.3 percent) had export sales of between 10 and 19 percent, 4,221 (7.2 percent) exported between 20 and 49 percent, while 1,121 (1.9 percent) exported at least half their output. The 20,281 enterprises that export less than 1 percent are 34.5 percent of the exporting total.

FIGURE V-2

1984 DISTRIBUTION OF MANUFACTURES EXPORTERS
-- BY EXPORT INTENSITY

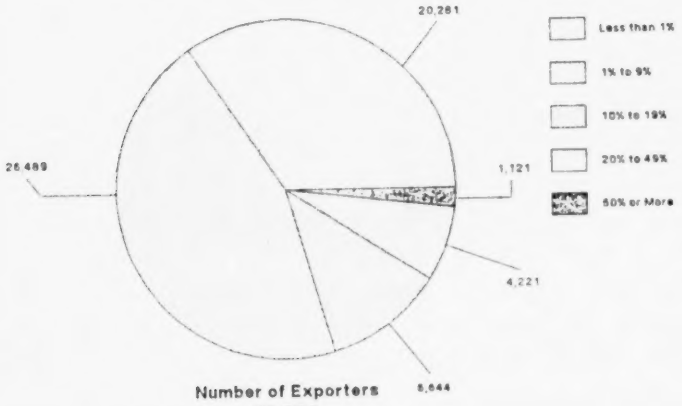


TABLE V-1

1984
THE NUMBER & RANKINGS OF STATE MANUFACTURING ENTERPRISES THAT EXPORT --
BY EXPORT INTENSITY RANGES

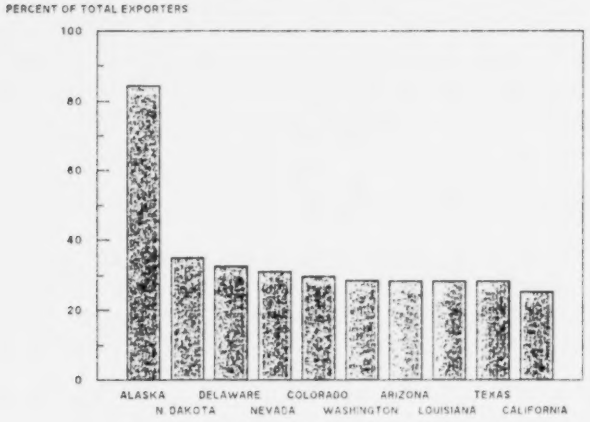
	TOTAL	RANK	LESS THAN 1%	RANK	1% TO 9%	RANK	10% TO 19%	RANK	20% TO 49%	RANK	50% TO 100%	RANK	10% TO 100%	RANK	10%-100% /TOTAL	RANK	20% TO 100%	RANK	20%-100% /TOTAL	RANK
ALABAMA	605	25	207	27	286	25	66	27	33	28	13	22	112	27	18.5%	31	46	26	7.6%	34
ALASKA	51	49	2	51	6	51	3	49	21	35	19	17	43	40	84.3%	1	40	30	78.4%	1
ARIZONA	330	36	114	36	122	37	49	31	40	25	5	37	94	30	28.5%	7	45	28	13.6%	8
ARKANSAS	387	32	149	31	158	35	54	30	20	36	6	34	80	33	20.7%	22	26	37	6.7%	38
CALIFORNIA	7168	1	2403	1	2946	1	907	1	756	1	156	1	1819	1	25.4%	10	912	1	12.7%	9
COLORADO	483	30	152	30	187	31	76	23	58	18	10	28	144	21	29.8%	5	68	21	14.1%	6
CONNECTICUT	1459	14	433	15	689	14	200	11	106	12	31	10	337	11	23.1%	15	137	12	9.4%	25
DELAWARE	113	41	28	46	48	43	25	39	7	45	5	37	37	41	32.7%	3	12	42	10.6%	16
DIST. OF COL.	35	50	15	49	16	49	--	--	--	--	--	--	--	--	--	--	--	--	--	--
FLORIDA	1897	10	685	11	783	11	243	10	125	11	61	6	429	10	22.6%	16	186	10	9.8%	23
GEORGIA	1140	16	414	16	522	15	143	15	40	25	21	16	204	17	17.9%	34	61	24	5.4%	43
HAWAII	69	48	37	41	19	48	5	48	3	47	5	37	13	47	18.8%	29	8	46	11.6%	11
IDAHO	111	42	35	42	56	41	8	45	10	43	2	41	20	45	18.0%	33	12	43	10.8%	15
ILLINOIS	3846	4	1423	3	1832	4	344	6	221	7	26	12	591	6	15.4%	43	247	8	6.4%	39
INDIANA	1714	12	675	12	774	12	187	12	70	15	8	31	265	14	15.5%	42	78	18	4.6%	45
IOWA	663	23	252	21	304	23	79	22	20	36	8	31	107	28	16.1%	39	28	36	4.2%	47
KANSAS	491	29	173	29	214	28	58	29	33	28	13	22	104	29	21.2%	21	46	27	9.4%	25
KENTUCKY	571	27	225	24	261	27	46	33	33	28	6	34	85	32	14.9%	46	39	32	6.8%	36
LOUISIANA	446	31	142	32	177	33	48	32	51	22	28	11	127	24	28.5%	7	79	17	17.7%	3
MAINE	350	35	116	35	166	34	31	35	24	32	13	22	68	35	19.4%	28	37	33	10.6%	16
MARYLAND	620	24	211	25	273	26	73	25	46	23	17	19	136	23	21.9%	17	63	22	10.2%	19
MASSACHUSETTS	2242	9	743	9	950	8	289	9	223	6	37	9	549	9	24.5%	12	260	6	11.6%	11
MICHIGAN	3395	6	1148	5	1686	5	377	5	161	9	23	13	561	8	16.5%	37	184	11	5.4%	43
MINNESOTA	1208	15	468	14	516	16	127	16	85	14	12	27	224	16	18.5%	31	97	14	8.0%	32
MISSISSIPPI	371	34	119	33	193	30	26	37	20	36	13	22	59	36	15.9%	41	33	34	8.9%	28
MISSOURI	963	19	379	17	442	18	80	21	53	21	9	29	142	22	14.7%	47	62	23	6.4%	39
MONTANA	81	44	28	46	37	45	8	45	7	45	1	44	16	46	19.8%	26	8	47	9.9%	21
NEBRASKA	263	37	82	37	128	36	29	36	17	40	7	33	53	37	20.2%	25	24	39	9.1%	27
NEVADA	74	46	30	44	21	47	14	42	8	44	1	44	23	44	31.1%	4	9	45	12.2%	10
NEW HAMPSHIRE	381	33	119	33	183	32	39	34	31	31	9	29	79	34	20.7%	22	40	31	10.5%	18
NEW JERSEY	2897	7	860	7	1462	7	326	8	210	8	39	8	575	7	19.8%	26	249	7	8.6%	29
NEW MEXICO	81	44	31	43	39	44	8	45	3	47	--	--	11	48	13.6%	48	3	48	3.7%	49
NEW YORK	4767	2	1728	2	2149	2	479	2	331	2	80	3	890	2	18.7%	30	411	2	8.6%	29
NORTH CAROLINA	1565	13	589	13	739	13	147	14	67	16	23	13	237	15	15.1%	44	90	15	5.8%	42
NORTH DAKOTA	71	47	19	48	27	46	13	43	12	42	--	--	25	43	35.2%	2	12	44	16.9%	4
OHIO	4147	3	1394	4	2032	3	416	4	234	3	71	4	721	4	17.4%	35	305	4	7.4%	35
OKLAHOMA	524	28	188	28	211	29	67	26	45	24	13	22	125	25	23.9%	13	58	25	11.1%	13
OREGON	753	20	227	23	347	20	96	17	67	16	16	21	179	18	23.8%	14	83	16	11.0%	14
PENNSYLVANIA	3397	5	1057	6	1606	6	458	3	226	5	50	7	734	3	21.6%	19	276	5	8.1%	31
RHODE ISLAND	585	26	210	26	287	24	63	28	24	32	1	44	88	31	15.0%	45	25	38	4.3%	46
SOUTH CAROLINA	711	22	258	20	337	21	74	24	40	25	2	41	116	26	16.3%	38	42	29	5.9%	41
SOUTH DAKOTA	90	43	29	45	51	42	9	44	1	49	--	--	10	49	11.1%	50	1	49	1.1%	50
TENNESSEE	996	18	377	18	459	17	83	19	58	18	19	17	160	19	16.1%	39	77	19	7.7%	33
TEXAS	2471	8	826	8	944	9	343	7	234	3	124	2	701	5	28.4%	9	358	3	14.5%	5
UTAH	206	39	67	39	88	39	22	40	23	34	6	34	51	38	24.8%	11	29	35	14.1%	6
VERMONT	169	40	55	40	79	40	18	41	14	41	3	40	35	42	20.7%	22	17	41	10.1%	20
VIRGINIA	715	21	243	22	320	22	81	20	54	20	17	19	152	20	21.3%	20	71	20	9.9%	21
WASHINGTON	1046	17	334	19	413	19	96	17	136	10	67	5	299	13	28.6%	6	203	9	19.4%	2
WEST VIRGINIA	217	38	75	38	95	38	26	37	19	39	2	41	47	39	21.7%	18	21	40	9.7%	24
WISCONSIN	1801	11	698	10	797	10	183	13	101	13	22	15	306	12	17.0%	36	123	13	6.8%	36
WYOMING	24	51	9	50	12	50	2	50	--	--	1	44	3	50	12.5%	49	1	50	4.2%	47
TOTAL	58760		20281		26489		6644		4221		1121		11986		20.4%		5342		9.1%	

Table V-1 also includes two other sets of statistics -- the number of manufacturing enterprises in each state that exported at least 10 percent of their output, and within this group, the number that exported at least 20 percent. These percentages were selected as "thresholds" that defined the "significant" and the "highly significant" exporters. Nationally, 11,986 enterprises, about one out of every five exporters, sold 10 percent or more of their products abroad. Of this group, 5,342 enterprises had export sales that constituted at least 20 percent of their output; this number represents less than one out of every 10 exporting manufacturers nationwide.

The percentage of enterprises in each state that exported a "significant" proportion of their output -- defined here as 10 percent or more -- varied widely from state to state from the national average of 20.4 percent. Alaska, whose 51 exporting enterprises ranked it only 49th among all states and the District in the number of such plants, nevertheless had 43 of them with significant foreign sales in 1984, nearly 85 percent of their total, ranking Alaska first in this measure. As seen in Figure V-3, a number of other states with relatively small manufacturing sectors, such as Nevada, Delaware, Arizona, and North Dakota, while having relatively few exporting plants, still had a very high proportion of them registering significant export sales. Among the states with the highest percentages of exporting plants, only California and Texas also ranked with the 10 states having the highest number of exporters.

FIGURE V-3

STATES WITH THE HIGHEST PERCENTAGE OF SIGNIFICANT EXPORTERS IN 1984



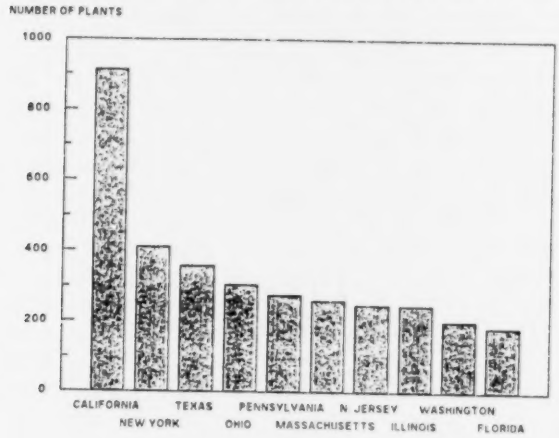
By and large, the states with the greatest number of exporting plants usually had a relatively low percentage of significant exporters.

The same general pattern applies for the subgroup of highly significant exporters -- the 5,342 manufacturing establishments that sold 20 percent or more of their output abroad. With a few exceptions, the 10 states with the most 10 percent-plus exporters also were the states containing the most 20 percent-plus exporters.

The distribution of these high-export plants also varied greatly from state to state, with California's 912 comprising more than 17 percent of the national total, followed by New York, Texas, Ohio, Pennsylvania, Massachusetts, New Jersey, Illinois, Washington state, and Florida. Roughly two out of every three high-export plants were located in these 10 states, as shown in Figure V-4.

FIGURE V-4

STATES WITH THE LARGEST NUMBER OF HIGH-EXPORT ENTERPRISES IN 1984



The state with the highest percentage of these exporting firms was Alaska -- 78.4 percent of its exporting manufacturers sold more than 20 percent of their output abroad. Most of the other states with significant percentages of high-export plants had relatively small manufacturing sectors. The pattern among the small and large 20 percent-plus exporters was much the same as the 10 percent-plus exporters, as seen in Tables V-2 and V-3, where these results are set alongside the 10 percent-plus data.

STATE EXPORT PERFORMANCES BY SIZE OF FIRM

The data presented in Tables V-2 and V-3 consist of the information in Table V-1 -- broken down into two establishment size categories that are determined by the number of workers that were employed by the parent company of each enterprise. In other words, if an enterprise subsidiary of IBM has only 100 workers at its plant location, it would still be classified as a 1,000+ company, since IBM employs more than 1,000 workers at all its operations. The logic of this classification arrangement is that most enterprises would avail themselves of their parent company's exporting apparatus when concluding export sales. However, since the great majority of companies are single-enterprise concerns -- only about 50,000 of the approximately 350,000 enterprises in 1984 belonged to multienterprise companies -- six out of seven companies in the Census data are correctly classified in their enterprise size category.

TABLE V-2

1984

THE NUMBER & RANKINGS OF SMALL STATE MANUFACTURING ENTERPRISES THAT EXPORT --
BY EXPORT INTENSITY RANGES

	TOTAL	RANK	LESS THAN 1%	RANK	1% TO 9%	RANK	10% TO 19%	RANK	20% TO 49%	RANK	50% TO 100%	RANK	10% TO 100%	RANK	10%-100% /TOTAL	RANK	20% TO 100%	RANK	20%-100% /TOTAL	RANK
ALABAMA	301	28	135	27	122	28	22	31	14	31	8	24	44	32	14.6%	35	22	29	7.3%	32
ALASKA	29	50	1	51	2	51	2	48	13	32	11	17	26	37	89.7%	1	24	27	82.8%	1
ARIZONA	231	34	95	32	86	33	28	29	18	27	4	29	50	29	21.6%	10	22	29	9.5%	17
ARKANSAS	167	35	71	35	68	37	22	31	5	43	1	41	28	35	16.8%	27	6	45	3.6%	48
CALIFORNIA	5388	1	1992	1	2202	1	591	1	497	1	106	1	1194	1	22.2%	8	603	1	11.2%	11
COLORADO	349	25	130	28	127	27	52	19	33	17	7	26	92	18	26.4%	5	40	16	11.5%	9
CONNECTICUT	1066	13	374	15	486	11	124	11	59	13	23	10	206	11	19.3%	17	82	13	7.7%	27
DELAWARE	61	44	23	45	20	46	11	38	3	47	4	29	18	41	29.5%	3	7	41	11.5%	9
DIST. OF COL.	33	49	14	49	15	47	--	--	4	46	--	--	4	50	12.1%	45	4	48	12.1%	6
FLORIDA	1457	10	574	10	588	10	177	7	75	11	43	6	295	10	20.2%	15	118	11	8.1%	23
GEORGIA	652	17	257	13	278	17	84	13	16	30	17	13	117	16	17.9%	25	33	23	5.1%	40
HAWAII	49	48	26	43	14	48	2	48	3	47	4	29	9	47	18.4%	22	7	41	14.3%	4
IDAHO	68	42	20	46	38	41	4	46	5	43	1	41	10	46	14.7%	34	6	45	8.8%	22
ILLINOIS	2754	4	1161	3	1249	5	177	7	152	3	15	15	344	8	12.5%	44	167	7	6.1%	37
INDIANA	1087	12	514	12	453	13	80	14	36	16	4	29	120	15	11.0%	46	40	16	3.7%	47
IOWA	400	22	173	21	174	22	43	22	5	43	5	28	53	27	13.3%	41	10	38	2.5%	49
KANSAS	326	27	126	29	137	26	37	25	18	27	8	24	63	25	19.3%	16	26	25	8.0%	25
KENTUCKY	284	30	152	25	89	32	20	33	19	25	4	29	43	33	15.1%	32	23	28	8.1%	23
LOUISIANA	232	33	100	31	85	34	11	38	20	23	16	14	47	30	20.3%	14	36	20	15.5%	3
MAINE	248	32	91	33	116	31	19	34	13	32	9	22	41	34	16.5%	29	22	29	8.9%	21
MARYLAND	399	23	156	24	170	23	37	25	24	20	12	16	73	22	18.3%	23	36	20	9.0%	20
MASSACHUSETTS	1622	8	620	8	663	8	174	9	137	6	28	8	339	9	20.9%	12	165	8	10.2%	15
MICHIGAN	2603	5	961	5	1290	4	229	5	102	9	21	11	352	6	13.5%	40	123	10	4.7%	42
MINNESOTA	912	14	384	13	395	14	67	15	59	13	7	26	133	14	14.6%	36	66	14	7.2%	33
MISSISSIPPI	161	37	62	36	83	35	6	43	6	41	4	29	16	42	9.9%	49	10	38	6.2%	36
MISSOURI	612	18	275	16	258	18	54	18	22	22	3	36	79	20	12.9%	42	25	26	4.1%	45
MONTANA	56	46	17	47	27	44	6	43	6	41	--	--	12	45	21.4%	11	6	45	10.7%	14
NEBRASKA	161	36	59	37	80	36	10	40	9	37	3	36	22	39	13.7%	39	12	37	7.5%	30
NEVADA	58	45	27	42	11	49	13	36	7	39	--	--	20	40	34.5%	2	7	41	12.1%	6
NEW HAMPSHIRE	259	31	88	34	118	30	24	30	20	23	9	22	53	27	20.5%	13	29	24	11.2%	11
NEW JERSEY	2119	7	688	7	1057	7	205	6	142	5	27	9	374	5	17.6%	26	169	6	8.0%	25
NEW MEXICO	68	41	28	41	33	43	4	46	3	47	--	--	7	48	10.3%	47	3	49	4.4%	44
NEW YORK	3871	2	1520	2	1704	2	347	2	233	2	67	3	647	2	16.7%	28	300	2	7.7%	27
NORTH CAROLINA	797	15	383	14	332	15	44	21	28	18	10	20	82	19	10.3%	48	38	18	4.8%	41
NORTH DAKOTA	52	47	16	48	21	45	8	41	7	39	--	--	15	44	28.8%	4	7	41	13.5%	5
OHIO	2847	3	1124	4	1317	3	232	4	122	7	52	4	406	4	14.3%	38	174	5	6.1%	37
OKLAHOMA	342	26	142	26	138	25	41	23	17	29	4	29	62	26	18.1%	24	21	32	6.1%	37
OREGON	522	19	173	21	234	19	58	17	46	15	11	17	115	17	22.0%	9	57	15	10.9%	13
PENNSYLVANIA	2335	6	823	6	1070	6	263	3	144	4	35	7	442	3	18.9%	20	179	4	7.7%	27
RHODE ISLAND	500	21	194	20	234	19	52	19	19	25	1	41	72	23	14.4%	37	20	33	4.0%	46
SOUTH CAROLINA	288	29	121	30	120	29	34	27	11	34	2	38	47	30	16.3%	30	13	34	4.5%	43
SOUTH DAKOTA	66	43	25	44	36	42	5	45	--	--	--	--	5	49	7.6%	50	--	--	--	--
TENNESSEE	509	20	235	19	209	21	31	28	24	20	10	20	65	24	12.8%	43	34	22	6.7%	35
TEXAS	1548	9	598	9	599	9	164	10	115	8	72	2	351	7	22.7%	7	187	3	12.1%	6
UTAH	142	38	54	38	61	39	14	35	11	34	2	38	27	36	19.0%	19	13	34	9.2%	19
VERMONT	134	39	47	39	62	38	12	37	11	34	2	38	25	38	18.7%	21	13	34	9.7%	16
VIRGINIA	390	24	150	23	155	24	38	24	26	19	11	17	75	21	19.2%	18	37	19	9.5%	17
WASHINGTON	781	16	264	17	317	16	66	16	83	10	51	5	200	12	25.6%	6	134	9	17.2%	2
WEST VIRGINIA	107	40	40	40	51	40	8	41	8	38	--	--	16	42	15.0%	33	8	40	7.5%	30
WISCONSIN	1191	11	522	11	475	12	110	12	66	12	18	12	194	13	16.3%	31	84	12	7.1%	34
WYOMING	17	51	7	50	9	50	1	50	--	--	--	--	1	51	5.9%	51	--	--	--	--
TOTAL	40651		15842		17678		3863		2516		752		7131		17.5%		3268		8.0%	

Table V-2 contains information on the 40,000 plus enterprises with less than 500 employees -- the designated "small" exporting enterprises, while Table V-3 contains data regarding the 18 thousand exporters with 500 employees or more -- the "large" exporters.

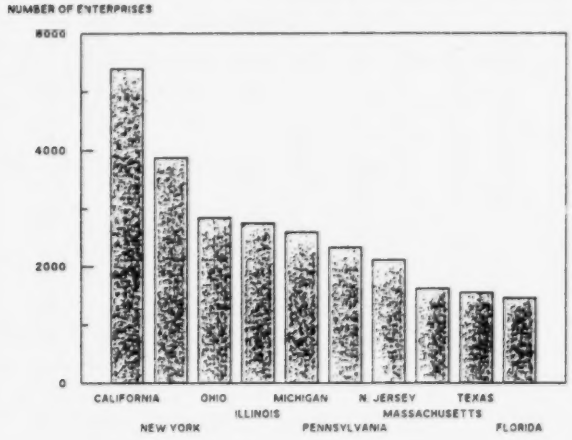
State Export Profiles of Small Plants

Nearly 70 percent of the U.S. manufacturing plants that export -- some 40,651 enterprises -- were classified as small, having less than 500 employees. Of these 40,000 plus plants, however, only 7,131 exported 10 percent or more of their output, which is about 17.5 percent of all small exporting enterprises. This percentage is lower than the national all-firm average of 20.4 percent. As for highly significant (20 percent-plus) exporters, only 3,268 of the 40,651 small enterprises could be thus classified -- about 8 percent of the total. This percentage is lower than the 9.1 percent "highly significant" exporter ratio for all 58,760 export enterprises. Table V-2 gives the summary data on the state-by-state exporting profiles of small enterprises, while Figure V-5 shows those states with the greatest number of small significant exporters.

Again, California had the greatest number of small exporters, with 5,388, followed in order by New York, Ohio, Illinois, Michigan, Pennsylvania, New Jersey, Massachusetts, Texas, and Florida. These 10 states accounted for nearly two-thirds of the nationwide number of exporters with less than 500 employees.

FIGURE V-5

STATES WITH THE GREATEST NUMBER OF SMALL SIGNIFICANT EXPORTERS IN 1984



The individual state percentages of small firms with "significant" export levels varied widely from the national small-firm average of 17.5 percent. Again, Alaska had the highest percentage of significant (10 percent plus) small exporters, nearly ninety percent. Nevada was a distant second, with roughly one-third of its small exporters selling

TABLE V-3

1984
THE NUMBER & RANKINGS OF LARGE STATE MANUFACTURING ENTERPRISES THAT EXPORT --
BY EXPORT INTENSITY RANGES

	TOTAL	RANK	LESS THAN 1%	RANK	1% TO 9%	RANK	10% TO 19%	RANK	20% TO 49%	RANK	50% TO 100%	RANK	10% TO 100%	RANK	10%-100% /TOTAL	RANK	20% TO 100%	RANK	20%-100% /TOTAL	RANK
ALABAMA	304	20	72	23	164	21	44	18	19	28	5	20	68	22	22.4%	35	24	27	7.9%	37
ALASKA	22	45	1	50	4	49	1	48	8	38	8	16	17	40	77.3%	1	16	33	72.7%	1
ARIZONA	99	37	19	37	36	38	21	31	22	25	1	37	44	30	44.4%	3	23	28	23.2%	5
ARKANSAS	220	27	78	21	90	29	32	25	15	29	5	20	52	28	23.6%	31	20	30	9.1%	32
CALIFORNIA	1780	1	411	1	744	1	316	1	259	1	50	2	625	1	35.1%	10	309	1	17.4%	10
COLORADO	134	32	22	36	60	33	24	30	25	23	3	32	52	28	38.8%	4	28	23	20.9%	6
CONNECTICUT	393	17	59	25	203	16	76	12	47	12	8	16	131	13	33.3%	13	55	12	14.0%	15
DELAWARE	52	40	5	44	28	39	14	37	4	43	1	37	19	39	36.5%	9	5	41	9.6%	31
DIST OF COLUM	2	51	1	50	1	51	--	--	--	--	--	--	--	--	--	--	--	--	--	--
FLORIDA	440	15	111	16	195	17	66	14	50	11	18	4	134	12	30.5%	16	68	10	15.5%	11
GEORGIA	488	13	157	12	244	14	59	16	24	24	4	26	87	18	17.8%	47	28	23	5.7%	46
HAWAII	20	46	11	41	5	48	3	46	--	--	1	37	4	46	20.0%	41	1	47	5.0%	48
IDAHO	43	41	15	39	18	41	4	43	5	40	1	37	10	42	23.3%	32	6	40	14.0%	15
ILLINOIS	1092	3	262	3	583	3	167	5	69	7	11	11	247	5	22.6%	34	80	7	7.3%	39
INDIANA	627	10	161	11	321	11	107	10	34	15	4	26	145	11	23.1%	33	38	17	6.1%	44
IOWA	263	24	79	20	130	22	36	23	15	29	3	32	54	27	20.5%	38	18	32	6.8%	41
KANSAS	165	31	47	29	77	30	21	31	15	29	5	20	41	33	24.8%	28	20	30	12.1%	20
KENTUCKY	287	22	73	22	172	19	26	27	14	32	2	34	42	32	14.6%	50	16	33	5.6%	47
LOUISIANA	214	28	42	31	92	28	37	22	31	17	12	9	80	19	37.4%	7	43	14	20.1%	8
MAINE	102	35	25	34	50	35	12	38	11	35	4	26	27	36	26.5%	25	15	36	14.7%	13
MARYLAND	221	26	55	27	103	26	36	23	22	25	5	20	63	24	28.5%	20	27	25	12.2%	19
MASSACHUSETTS	620	11	123	15	287	12	115	9	86	5	9	12	210	7	33.9%	12	95	6	15.3%	12
MICHIGAN	792	7	187	8	396	8	148	6	59	9	2	34	209	8	26.4%	26	61	11	7.7%	38
MINNESOTA	296	21	84	18	121	23	60	15	26	22	5	20	91	17	30.7%	15	31	21	10.5%	26
MISSISSIPPI	210	29	57	26	110	25	20	33	14	32	9	12	43	31	20.5%	39	23	28	11.0%	25
MISSOURI	351	18	104	17	184	18	26	27	31	17	6	18	63	24	17.9%	46	37	18	10.5%	26
MONTANA	25	43	11	41	10	44	2	47	1	45	1	37	4	46	16.0%	49	2	45	8.0%	36
NEBRASKA	102	35	23	35	48	36	19	34	8	38	4	26	31	34	30.4%	17	12	38	11.8%	21
NEVADA	16	48	3	46	10	44	1	48	1	45	1	37	3	49	18.8%	44	2	45	12.5%	17
NEW HAMPSHIRE	122	33	31	33	65	32	15	36	11	35	--	--	26	37	21.3%	36	11	39	9.0%	34
NEW JERSEY	778	8	172	10	405	7	121	8	68	8	12	9	201	9	25.8%	27	80	7	10.3%	29
NEW MEXICO	13	49	3	46	6	46	4	43	--	--	--	--	4	46	30.8%	14	--	--	--	--
NEW YORK	896	6	208	6	445	5	132	7	98	4	13	7	243	6	27.1%	24	111	4	12.4%	18
NORTH CAROLINA	768	9	206	7	407	6	103	11	39	13	13	7	155	10	20.2%	40	52	13	6.8%	41
NORTH DAKOTA	19	47	3	46	6	46	5	42	5	40	--	--	10	42	52.6%	2	5	41	26.3%	2
OHIO	1300	2	270	2	715	2	184	3	112	3	19	3	315	3	24.2%	29	131	3	10.1%	30
OKLAHOMA	182	30	46	30	73	31	26	27	28	20	9	12	63	24	34.6%	11	37	18	20.3%	7
OREGON	231	25	54	28	113	24	38	21	21	27	5	20	64	23	27.7%	22	26	26	11.3%	24
PENNSYLVANIA	1062	4	234	4	536	4	195	2	82	6	15	6	292	4	27.5%	23	97	5	9.1%	32
RHODE ISLAND	85	38	16	38	53	34	11	39	5	40	--	--	16	41	18.8%	43	5	41	5.9%	45
SOUTH CAROLINA	423	16	137	14	217	15	40	20	29	19	--	--	69	21	16.3%	48	29	22	6.9%	40
SOUTH DAKOTA	24	44	4	45	15	43	4	43	1	45	--	--	5	45	20.8%	37	1	47	4.2%	49
TENNESSEE	487	14	142	13	250	13	52	17	34	15	9	12	95	16	19.5%	42	43	14	8.8%	35
TEXAS	923	5	228	5	345	9	179	4	119	2	52	1	350	2	37.9%	5	171	2	18.5%	9
UTAH	64	39	13	40	27	40	8	40	12	34	4	26	24	38	37.5%	6	16	33	25.0%	4
VERMONT	35	42	8	43	17	42	6	41	3	44	1	37	10	42	28.6%	18	4	44	11.4%	23
VIRGINIA	325	19	83	19	165	20	43	19	28	20	6	18	77	20	23.7%	30	34	20	10.5%	26
WASHINGTON	265	23	70	24	96	27	30	26	53	10	16	5	99	15	37.4%	8	69	9	26.0%	3
WEST VIRGINIA	110	34	35	32	44	37	18	35	11	35	2	34	31	34	28.2%	21	13	37	11.8%	21
WISCONSIN	610	12	176	9	322	10	73	13	35	14	4	26	112	14	18.4%	45	39	16	6.4%	43
WYOMING	7	50	2	49	3	50	1	48	--	--	1	37	2	50	28.6%	18	1	47	14.3%	14
TOTAL	18109		4439		8811		2781		1709		369		4859		26.8%		2078		11.5%	

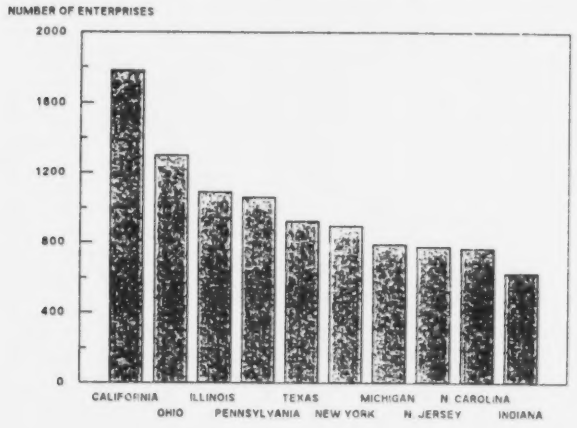
more than 10 percent of their output abroad. Delaware ranked third, followed in order by North Dakota, Colorado, Washington state, Texas, California, Oregon, and Arizona.

State Export Profiles of Large Plants

About 30 percent of all manufacturing firms that export were considered to have large-scale production operations, where the number of jobs in each plant was 500 or more. These state-by-state export profiles are summarized in Table V-3. As seen in Figure V-6, California had the most large-scale plant exporters with 1,780, followed in order by Ohio, Illinois, Pennsylvania, Texas, New York, Michigan, New Jersey, North Carolina, and Indiana. Together, these 10 states had over 55 percent of the large-scale export plants in the nation.

FIGURE V-6

STATES WITH THE GREATEST NUMBER OF LARGE EXPORTERS IN 1984



Of the 18,109 exporting plants with large-scale operations, nearly 27 percent of them (4,859) exported at least 10 percent of their output. This ratio is much larger than the comparable ratio of 17.5 percent registered by the small-scale plants and the national all-plant average of 20.4 percent. Again, the specific state ratios varied widely from the national mean, ranging from Alaska's 77.3 percent to Kentucky's 14.6 percent (the District of Columbia had no large-scale manufacturing plant with significant export levels). The 2,078 large-scale enterprises with exports of 20 percent or more constituted 11.5 percent of the 18,109 total. This is also higher than the comparable 9.1 percent for all plants or the 8 percent of small-scale 20 percent-plus exporting enterprises.

As in the case of the small-scale manufacturing exporters, most of the states with the highest percentages of significant large-scale exporters had relatively few numbers of these plants. For example, Alaska had only 22 exporters employing more than 500 people,

although 17 of them exported at least 10 percent of their output. Other small states with high percentages of 10 percent-plus exporters included North Dakota, Delaware, Arizona, and Colorado. The only states with sizeable numbers of large-scale exporters that also had a high percentage of "significant" large-scale exporting plants were Texas and California.

Individual State Tables of Exporting Enterprises.

The seven pages of Table V-4 contain the individual Census data for all 50 states and the District of Columbia, plus the national summary table, from which Tables V-1, V-2, and V-3 were constructed. As noted previously, the placement of individual establishments in the four size categories is done according to the size of the parent company, rather than the number of workers actually at the establishment location. For example, if an Alabama establishment that is a subsidiary of IBM has 100 workers at that Alabama location, it would be classified according to the size of the parent company -- IBM -- which has more than 1,000 workers. Tables V-2 and V-3, which respectively tabulate the small and large exporters, also are organized according to this criterion. However, each of the 58,760 exporting establishments is considered to have exported a part of its output in 1984, even though other establishments in the parent company might not have.

TABLE V-4

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
ALABAMA, TOTAL	605	207	286	66	33	13
COMPANIES WITH 1 TO 249 EMPLOYEES	253	114	101	17	13	8
COMPANIES WITH 250 TO 499 EMPLOYEES	48	21	21	5	1	0
COMPANIES WITH 500 TO 999 EMPLOYEES	24	6	11	6	1	0
COMPANIES WITH 1000+ EMPLOYEES	280	66	153	38	18	5
ALASKA, TOTAL	51	2	6	3	21	19
COMPANIES WITH 1 TO 249 EMPLOYEES	19	1	2	2	9	5
COMPANIES WITH 250 TO 499 EMPLOYEES	10	0	0	0	4	6
COMPANIES WITH 500 TO 999 EMPLOYEES	9	0	1	0	4	4
COMPANIES WITH 1000+ EMPLOYEES	13	1	3	1	4	4
ARIZONA, TOTAL	330	114	122	49	40	5
COMPANIES WITH 1 TO 249 EMPLOYEES	216	91	75	28	18	4
COMPANIES WITH 250 TO 499 EMPLOYEES	15	4	11	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	8	2	3	3	0	0
COMPANIES WITH 1000+ EMPLOYEES	91	17	33	18	22	1
ARKANSAS, TOTAL	387	149	158	54	20	6
COMPANIES WITH 1 TO 249 EMPLOYEES	134	61	51	17	5	0
COMPANIES WITH 250 TO 499 EMPLOYEES	33	10	17	5	0	1
COMPANIES WITH 500 TO 999 EMPLOYEES	28	17	10	1	0	0
COMPANIES WITH 1000+ EMPLOYEES	192	61	80	31	15	5
CALIFORNIA, TOTAL	7168	2403	2946	907	756	156
COMPANIES WITH 1 TO 249 EMPLOYEES	5052	1929	2025	548	450	100
COMPANIES WITH 250 TO 499 EMPLOYEES	336	63	177	43	47	6
COMPANIES WITH 500 TO 999 EMPLOYEES	222	68	86	33	30	5
COMPANIES WITH 1000+ EMPLOYEES	1558	343	658	283	229	45
COLORADO, TOTAL	483	152	187	76	58	10
COMPANIES WITH 1 TO 249 EMPLOYEES	329	125	118	49	30	7
COMPANIES WITH 250 TO 499 EMPLOYEES	20	5	9	3	3	0
COMPANIES WITH 500 TO 999 EMPLOYEES	8	1	6	1	0	0
COMPANIES WITH 1000+ EMPLOYEES	126	21	54	23	25	3
CONNECTICUT, TOTAL	1459	433	689	200	106	31
COMPANIES WITH 1 TO 249 EMPLOYEES	999	356	453	114	53	23
COMPANIES WITH 250 TO 499 EMPLOYEES	67	18	33	10	6	0
COMPANIES WITH 500 TO 999 EMPLOYEES	64	12	35	10	4	3
COMPANIES WITH 1000+ EMPLOYEES	329	47	168	66	43	5

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
DELAWARE, TOTAL	113	28	48	25	7	5
COMPANIES WITH 1 TO 249 EMPLOYEES	54	19	17	11	3	4
COMPANIES WITH 250 TO 499 EMPLOYEES	7	4	3	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	6	1	5	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	46	4	23	14	4	1
DIST OF COLUMBIA, TOTAL	35	15	16	0	0	0
COMPANIES WITH 1 TO 249 EMPLOYEES	33	14	15	0	4	0
COMPANIES WITH 250 TO 499 EMPLOYEES	0	0	0	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	0	0	0	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	2	1	1	0	0	0
FLORIDA, TOTAL	1897	685	783	243	125	61
COMPANIES WITH 1 TO 249 EMPLOYEES	1388	548	563	170	71	36
COMPANIES WITH 250 TO 499 EMPLOYEES	69	26	25	7	4	7
COMPANIES WITH 500 TO 999 EMPLOYEES	77	18	33	12	14	0
COMPANIES WITH 1000+ EMPLOYEES	363	93	162	54	36	18
GEORGIA, TOTAL	1140	414	522	143	40	21
COMPANIES WITH 1 TO 249 EMPLOYEES	559	225	234	71	12	17
COMPANIES WITH 250 TO 499 EMPLOYEES	93	32	44	13	4	0
COMPANIES WITH 500 TO 999 EMPLOYEES	67	11	46	7	3	0
COMPANIES WITH 1000+ EMPLOYEES	421	146	198	52	21	4
HAWAII, TOTAL	69	37	19	5	3	5
COMPANIES WITH 1 TO 249 EMPLOYEES	48	25	14	2	3	4
COMPANIES WITH 250 TO 499 EMPLOYEES	1	1	0	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	0	0	0	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	20	11	5	3	0	1
IDAHO, TOTAL	111	35	56	8	10	2
COMPANIES WITH 1 TO 249 EMPLOYEES	67	20	37	4	5	1
COMPANIES WITH 250 TO 499 EMPLOYEES	1	0	1	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	10	4	3	1	1	1
COMPANIES WITH 1000+ EMPLOYEES	33	11	15	3	4	0
ILLINOIS, TOTAL	3846	1423	1832	344	221	26
COMPANIES WITH 1 TO 249 EMPLOYEES	2551	1083	1169	147	138	14
COMPANIES WITH 250 TO 499 EMPLOYEES	203	78	80	30	14	1
COMPANIES WITH 500 TO 999 EMPLOYEES	141	42	71	17	8	3
COMPANIES WITH 1000+ EMPLOYEES	951	220	512	150	61	8

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
INDIANA, TOTAL	1714	675	774	187	70	8
COMPANIES WITH 1 TO 249 EMPLOYEES	996	483	407	70	32	4
COMPANIES WITH 250 TO 499 EMPLOYEES	91	31	46	10	4	0
COMPANIES WITH 500 TO 999 EMPLOYEES	87	22	42	18	5	0
COMPANIES WITH 1000+ EMPLOYEES	540	139	279	89	29	4
IOWA, TOTAL	663	252	304	79	20	8
COMPANIES WITH 1 TO 249 EMPLOYEES	371	157	164	40	5	5
COMPANIES WITH 250 TO 499 EMPLOYEES	29	16	10	3	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	28	11	7	6	4	0
COMPANIES WITH 1000+ EMPLOYEES	235	68	123	30	11	3
KANSAS, TOTAL	491	173	214	58	33	13
COMPANIES WITH 1 TO 249 EMPLOYEES	292	118	123	32	16	3
COMPANIES WITH 250 TO 499 EMPLOYEES	34	8	14	5	2	5
COMPANIES WITH 500 TO 999 EMPLOYEES	27	11	10	4	1	1
COMPANIES WITH 1000+ EMPLOYEES	138	36	67	17	14	4
KENTUCKY, TOTAL	571	225	261	46	33	6
COMPANIES WITH 1 TO 249 EMPLOYEES	252	138	78	17	15	4
COMPANIES WITH 250 TO 499 EMPLOYEES	32	14	11	3	4	0
COMPANIES WITH 500 TO 999 EMPLOYEES	29	11	11	4	3	0
COMPANIES WITH 1000+ EMPLOYEES	258	62	161	22	11	2
LOUISIANA, TOTAL	446	142	177	48	51	28
COMPANIES WITH 1 TO 249 EMPLOYEES	220	95	79	11	19	16
COMPANIES WITH 250 TO 499 EMPLOYEES	12	5	6	0	1	0
COMPANIES WITH 500 TO 999 EMPLOYEES	19	6	6	3	3	1
COMPANIES WITH 1000+ EMPLOYEES	195	36	86	34	28	11
MAINE, TOTAL	350	116	166	31	24	13
COMPANIES WITH 1 TO 249 EMPLOYEES	227	87	103	15	13	9
COMPANIES WITH 250 TO 499 EMPLOYEES	21	4	13	4	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	22	4	10	3	3	2
COMPANIES WITH 1000+ EMPLOYEES	80	21	40	9	8	2
MARYLAND, TOTAL	620	211	273	73	46	17
COMPANIES WITH 1 TO 249 EMPLOYEES	349	142	144	32	21	10
COMPANIES WITH 250 TO 499 EMPLOYEES	50	14	26	5	3	2
COMPANIES WITH 500 TO 999 EMPLOYEES	26	6	14	3	3	0
COMPANIES WITH 1000+ EMPLOYEES	195	49	89	33	19	5

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
MASSACHUSETTS, TOTAL	2242	743	950	289	223	37
COMPANIES WITH 1 TO 249 EMPLOYEES	1508	584	606	160	131	27
COMPANIES WITH 250 TO 499 EMPLOYEES	114	36	57	14	6	1
COMPANIES WITH 500 TO 999 EMPLOYEES	100	21	45	16	17	1
COMPANIES WITH 1000+ EMPLOYEES	520	102	242	99	69	8
MICHIGAN, TOTAL	3395	1148	1686	377	161	23
COMPANIES WITH 1 TO 249 EMPLOYEES	2398	921	1150	218	88	21
COMPANIES WITH 250 TO 499 EMPLOYEES	205	40	140	11	14	0
COMPANIES WITH 500 TO 999 EMPLOYEES	135	46	69	14	5	1
COMPANIES WITH 1000+ EMPLOYEES	657	141	327	134	54	1
MINNESOTA, TOTAL	1208	468	516	127	85	12
COMPANIES WITH 1 TO 249 EMPLOYEES	827	361	350	55	56	5
COMPANIES WITH 250 TO 499 EMPLOYEES	85	23	45	12	3	2
COMPANIES WITH 500 TO 999 EMPLOYEES	41	12	21	6	1	1
COMPANIES WITH 1000+ EMPLOYEES	255	72	100	54	25	4
MISSISSIPPI, TOTAL	371	119	193	26	20	13
COMPANIES WITH 1 TO 249 EMPLOYEES	129	57	60	2	6	4
COMPANIES WITH 250 TO 499 EMPLOYEES	32	5	23	4	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	23	13	7	0	3	0
COMPANIES WITH 1000+ EMPLOYEES	187	44	103	20	11	9
MISSOURI, TOTAL	963	379	442	80	53	9
COMPANIES WITH 1 TO 249 EMPLOYEES	557	258	229	46	21	3
COMPANIES WITH 250 TO 499 EMPLOYEES	55	17	29	8	1	0
COMPANIES WITH 500 TO 999 EMPLOYEES	57	13	34	3	7	0
COMPANIES WITH 1000+ EMPLOYEES	294	91	150	23	24	6
MONTANA, TOTAL	81	28	37	8	7	1
COMPANIES WITH 1 TO 249 EMPLOYEES	54	16	26	6	6	0
COMPANIES WITH 250 TO 499 EMPLOYEES	2	1	1	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	1	0	1	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	24	11	9	2	1	1
NEBRASKA, TOTAL	263	82	128	29	17	7
COMPANIES WITH 1 TO 249 EMPLOYEES	148	55	74	9	8	2
COMPANIES WITH 250 TO 499 EMPLOYEES	13	4	6	1	1	1
COMPANIES WITH 500 TO 999 EMPLOYEES	8	4	1	3	0	0
COMPANIES WITH 1000+ EMPLOYEES	94	19	47	16	8	4

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
NEVADA, TOTAL	74	30	21	14	8	1
COMPANIES WITH 1 TO 249 EMPLOYEES	55	25	10	13	7	0
COMPANIES WITH 250 TO 499 EMPLOYEES	3	2	1	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	8	2	4	1	1	0
COMPANIES WITH 1000+ EMPLOYEES	8	1	6	0	0	1
NEW HAMPSHIRE, TOTAL	381	119	183	39	31	9
COMPANIES WITH 1 TO 249 EMPLOYEES	225	77	101	21	17	9
COMPANIES WITH 250 TO 499 EMPLOYEES	34	11	17	3	3	0
COMPANIES WITH 500 TO 999 EMPLOYEES	24	4	17	2	1	0
COMPANIES WITH 1000+ EMPLOYEES	98	27	48	13	10	0
NEW JERSEY, TOTAL	2897	860	1462	326	210	39
COMPANIES WITH 1 TO 249 EMPLOYEES	1969	655	976	177	135	26
COMPANIES WITH 250 TO 499 EMPLOYEES	150	33	81	28	7	1
COMPANIES WITH 500 TO 999 EMPLOYEES	133	33	68	16	16	0
COMPANIES WITH 1000+ EMPLOYEES	645	139	337	105	52	12
NEW MEXICO, TOTAL	81	31	39	8	3	0
COMPANIES WITH 1 TO 249 EMPLOYEES	65	25	33	4	3	0
COMPANIES WITH 250 TO 499 EMPLOYEES	3	3	0	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	0	0	0	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	13	3	6	4	0	0
NEW YORK, TOTAL	4767	1728	2149	479	331	80
COMPANIES WITH 1 TO 249 EMPLOYEES	3639	1455	1592	318	208	66
COMPANIES WITH 250 TO 499 EMPLOYEES	232	65	112	29	25	1
COMPANIES WITH 500 TO 999 EMPLOYEES	156	49	79	19	6	3
COMPANIES WITH 1000+ EMPLOYEES	740	159	366	113	92	10
NORTH CAROLINA, TOTAL	1565	589	739	147	67	23
COMPANIES WITH 1 TO 249 EMPLOYEES	668	328	275	33	23	9
COMPANIES WITH 250 TO 499 EMPLOYEES	129	55	57	11	5	1
COMPANIES WITH 500 TO 999 EMPLOYEES	94	49	33	3	2	7
COMPANIES WITH 1000+ EMPLOYEES	674	157	574	100	37	6
NORTH DAKOTA, TOTAL	71	19	27	13	12	0
COMPANIES WITH 1 TO 249 EMPLOYEES	47	15	17	8	7	0
COMPANIES WITH 250 TO 499 EMPLOYEES	5	1	4	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	1	0	0	0	1	0
COMPANIES WITH 1000+ EMPLOYEES	18	3	6	5	4	0

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
OHIO, TOTAL	4147	1394	2032	416	234	71
COMPANIES WITH 1 TO 249 EMPLOYEES	2610	1050	1208	203	102	47
COMPANIES WITH 250 TO 499 EMPLOYEES	237	74	109	29	20	5
COMPANIES WITH 500 TO 999 EMPLOYEES	164	35	114	11	3	1
COMPANIES WITH 1000+ EMPLOYEES	1136	235	601	173	109	18
OKLAHOMA, TOTAL	524	188	211	67	45	13
COMPANIES WITH 1 TO 249 EMPLOYEES	312	130	131	33	14	4
COMPANIES WITH 250 TO 499 EMPLOYEES	30	12	7	8	3	0
COMPANIES WITH 500 TO 999 EMPLOYEES	19	8	8	0	2	1
COMPANIES WITH 1000+ EMPLOYEES	163	38	65	26	26	8
OREGON, TOTAL	753	227	347	96	67	16
COMPANIES WITH 1 TO 249 EMPLOYEES	470	164	207	49	41	9
COMPANIES WITH 250 TO 499 EMPLOYEES	52	9	27	9	5	2
COMPANIES WITH 500 TO 999 EMPLOYEES	29	5	21	3	0	0
COMPANIES WITH 1000+ EMPLOYEES	202	49	92	35	21	5
PENNSYLVANIA, TOTAL	3397	1057	1606	458	226	50
COMPANIES WITH 1 TO 249 EMPLOYEES	2129	787	956	227	124	35
COMPANIES WITH 250 TO 499 EMPLOYEES	206	36	114	36	20	0
COMPANIES WITH 500 TO 999 EMPLOYEES	123	29	67	19	7	1
COMPANIES WITH 1000+ EMPLOYEES	939	205	469	176	75	14
RHODE ISLAND, TOTAL	585	210	287	63	24	1
COMPANIES WITH 1 TO 249 EMPLOYEES	462	185	213	46	18	0
COMPANIES WITH 250 TO 499 EMPLOYEES	38	9	21	6	1	1
COMPANIES WITH 500 TO 999 EMPLOYEES	19	6	10	3	0	0
COMPANIES WITH 1000+ EMPLOYEES	66	10	43	8	5	0
SOUTH CAROLINA, TOTAL	711	258	337	74	40	2
COMPANIES WITH 1 TO 249 EMPLOYEES	253	108	100	32	11	2
COMPANIES WITH 250 TO 499 EMPLOYEES	35	13	20	2	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	41	23	17	1	0	0
COMPANIES WITH 1000+ EMPLOYEES	382	114	200	39	29	0
SOUTH DAKOTA, TOTAL	90	29	51	9	1	0
COMPANIES WITH 1 TO 249 EMPLOYEES	58	25	28	5	0	0
COMPANIES WITH 250 TO 499 EMPLOYEES	8	0	8	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	2	0	1	0	1	0
COMPANIES WITH 1000+ EMPLOYEES	22	4	14	4	0	0

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
TENNESSEE, TOTAL	996	377	459	83	58	19
COMPANIES WITH 1 TO 249 EMPLOYEES	455	212	183	26	24	10
COMPANIES WITH 250 TO 499 EMPLOYEES	54	23	26	5	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	48	13	28	3	1	3
COMPANIES WITH 1000+ EMPLOYEES	439	129	222	49	33	6
TEXAS, TOTAL	2471	826	944	343	234	124
COMPANIES WITH 1 TO 249 EMPLOYEES	1434	553	563	147	105	66
COMPANIES WITH 250 TO 499 EMPLOYEES	114	45	36	17	10	6
COMPANIES WITH 500 TO 999 EMPLOYEES	107	21	53	13	17	3
COMPANIES WITH 1000+ EMPLOYEES	816	207	292	166	102	49
UTAH, TOTAL	206	67	88	22	23	6
COMPANIES WITH 1 TO 249 EMPLOYEES	137	52	59	14	10	2
COMPANIES WITH 250 TO 499 EMPLOYEES	5	2	2	0	1	0
COMPANIES WITH 500 TO 999 EMPLOYEES	5	1	3	1	0	0
COMPANIES WITH 1000+ EMPLOYEES	59	12	24	7	12	4
VERMONT, TOTAL	169	55	79	18	14	3
COMPANIES WITH 1 TO 249 EMPLOYEES	124	44	56	11	11	2
COMPANIES WITH 250 TO 499 EMPLOYEES	10	3	6	1	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	5	3	2	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	30	5	15	6	3	1
VIRGINIA, TOTAL	715	243	320	81	54	17
COMPANIES WITH 1 TO 249 EMPLOYEES	349	148	136	29	25	11
COMPANIES WITH 250 TO 499 EMPLOYEES	41	12	19	9	1	0
COMPANIES WITH 500 TO 999 EMPLOYEES	32	18	10	3	1	0
COMPANIES WITH 1000+ EMPLOYEES	293	65	155	40	27	6
WASHINGTON, TOTAL	1046	334	413	96	136	67
COMPANIES WITH 1 TO 249 EMPLOYEES	728	242	298	60	77	51
COMPANIES WITH 250 TO 499 EMPLOYEES	53	22	19	6	6	0
COMPANIES WITH 500 TO 999 EMPLOYEES	37	12	19	3	3	0
COMPANIES WITH 1000+ EMPLOYEES	228	58	77	27	50	16
WEST VIRGINIA, TOTAL	217	75	95	26	19	2
COMPANIES WITH 1 TO 249 EMPLOYEES	89	35	42	7	5	0
COMPANIES WITH 250 TO 499 EMPLOYEES	18	5	9	1	3	0
COMPANIES WITH 500 TO 999 EMPLOYEES	9	6	3	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	101	29	41	18	11	2

THE NUMBER & DISTRIBUTION OF MANUFACTURING ESTABLISHMENTS
THAT EXPORT -- BY EXPORT INTENSITY

	TOTAL	LESS THAN 1%	1% TO 9%	10% TO 19%	20% TO 49%	50% TO 100%
WISCONSIN, TOTAL	1801	698	797	183	101	22
COMPANIES WITH 1 TO 249 EMPLOYEES	1085	480	430	98	59	18
COMPANIES WITH 250 TO 499 EMPLOYEES	106	42	45	12	7	0
COMPANIES WITH 500 TO 999 EMPLOYEES	117	26	84	4	3	0
COMPANIES WITH 1000+ EMPLOYEES	493	150	238	69	32	4
WYOMING, TOTAL	24	9	12	2	0	1
COMPANIES WITH 1 TO 249 EMPLOYEES	16	7	8	1	0	0
COMPANIES WITH 250 TO 499 EMPLOYEES	1	0	1	0	0	0
COMPANIES WITH 500 TO 999 EMPLOYEES	0	0	0	0	0	0
COMPANIES WITH 1000+ EMPLOYEES	7	2	3	1	0	1
UNITED STATES, TOTAL	58760	20281	26489	6644	4225	1121
COMPANIES WITH 1 TO 249 EMPLOYEES	37409	14885	16089	3455	2277	703
COMPANIES WITH 250 TO 499 EMPLOYEES	3242	957	1589	408	239	49
COMPANIES WITH 500 TO 999 EMPLOYEES	2440	705	1229	279	185	42
COMPANIES WITH 1000+ EMPLOYEES	15669	3734	7582	2502	1524	327

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